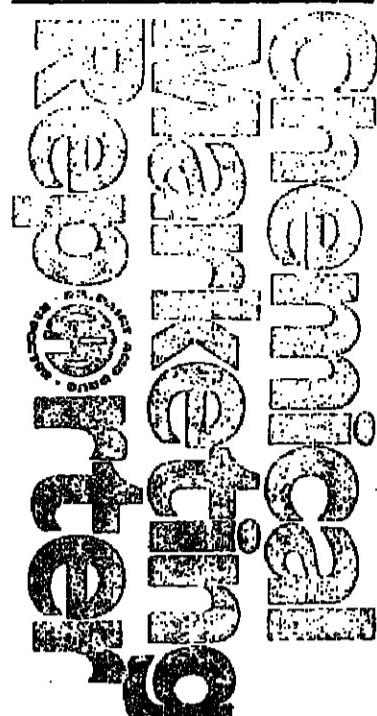


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Chemical
Market
Review

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Penco Claims APAP Inroads But Competition Has Doubts

Penco Inc., the Lyndhurst, N.J.-based concern that entered the domestic acetaminophen market last February, says it is making good progress, but the competition says the new group isn't posing much of a problem.

Penco bought its facility from Penick Corporation, which closed its 5-million-pound acetaminophen plant at the end of 1985. Penco says the company is able to increase output to nearly 7 million pounds if necessary.

"We haven't seen (Penco) making any significant impact," says one competitor. "I would've expected them to make more noise than they've made."

A Penco spokesman agrees that the company is still establishing itself, but insists that the company is "pretty much on schedule, or somewhat ahead, in terms of volume and sales."

He adds the company is "pleasantly surprised" by the favorable response of former Penick customers. "Keep in mind, we divorced ourselves from the market. That had forced everyone to make other commitments. (But) I don't think any of our former big customers won't at least consider us" when making buying decisions in the future.

When Penick decided to shut down, it told customers it would produce enough before hand to supply their requirements through March 1986. Thus, because Penco entered in February, some customers never had to seek material elsewhere and Penco entered with a base. "We have every intention of being a major source in acetaminophen in 1987. We intend to improve our market share," says the spokesman.

Overall, market prices have been stable. The two largest producers, Mallinckrodt Inc.

Olin Corp. Acquires Distribution Firm

Olin Corporation has acquired the assets of Kern Products, a distributor of swimming pool products in Southern California and Arizona, from Katy Industries. The purchase price was not disclosed.

Kern Products distributes a complete line of pool products, including "Sun" pool chemicals made by Olin. Kern has annual sales of \$20 million and employs about 100 people.

Peter Kosche, Olin's general manager of pool chemicals, said that the acquisition will provide Olin the opportunity to improve its distribution in the Southern California pool market.

"This acquisition reinforces our commitment to our pool chemical distributor network," he said. "Kern will help us better understand distributor operations and needs and thus enable us to improve our distributor programs. It will also broaden our knowledge of the overall pool water treatment market."

Olin also makes "HTH" and "Pace" swimming pool chemicals.

and Monsanto Company carry list prices of \$5.95 per pound for powdered and granular material, and \$7.55 per pound for direct compression grade. In an effort to be more competitive

Continued on Page 22

Air Products Process Used in USSR Plant

Air Products & Chemicals, Inc., says that its Houdry Division's "Detol" hydrodealkylation process has been incorporated in a recently completed benzene production facility in the Soviet Union.

The process hydrodealkylates alkyl benzenes and hydrocracks non-aromatics to produce benzene.

The plant in the Soviet Union produces benzene from an impure toluene concentrate.

The plant, which began operating in December, 1985, has achieved its designed production of 120,000 metric tons per year.

Air Products licensed the technology for the benzene plant through Asahi Chemical International, which designed, built, and provided start-up services for the plant on behalf of the Soviet Ministry of Oil Refining & Petrochemical Industries.

The plant is the first of three benzene facilities to be built in the Soviet Union under one contract. All three plants will incorporate the Detol process. The second plant is scheduled to begin operating in summer 1986.

BASF and Degussa Slate Venture in US

The partnership between BASF Corporation and Degussa Corporation of which the parent companies are already engaged in a similar venture in Europe for the production of acetal copolymer will be called the Ultraform Company and will be located at the Degussa plant near Mobile. Its polyacetal product is trademarked "Ultraform."

The new plant is designed for a capacity of 24 million pounds per year. The production of polyacetal, an engineering polymer, is based on an integrated process in which trioxane serves as the principal monomer. Trioxane capacity will be 14 million pounds a year.

The planning of construction and engineering has been completed, according to BASF. The plant is expected to start production in early 1988.

Both Degussa and BASF own patents on polyacetal. Their participation in both the German and the US joint ventures is on a fifty-fifty basis. The German plant came on stream in 1971 and has been expanded a number of times since then.

In addition to making vinyl compounds, the Carson plant serves as a distribution center of vinyl resins made at other Goodrich plants.

Big Three Labels Lawsuit 'Frivolous'

Big Three Industries last week called a class action lawsuit against part of its proposed merger agreement with L'Air Liquide SA "frivolous and without merit."

The suit, Morris Kurtz vs. Big Three Industries Inc. et al., was filed August 19 in Harris County, Tex., alleging that Big Three and its directors breached their fiduciary duty to company shareholders by granting an option to American Air Liquide Inc. to purchase approximately 6.7 million shares of Big Three at \$24.125 a share.

The suit further charges that American Air Liquide and its parent, L'Air Liquide, aided and abetted the alleged breach of fiduciary duty.

The option was granted in connection with L'Air Liquide's cash tender offer for all Big Three shares at \$29 per share. The tender offer was commenced on August 14.

DSM Starts Up A C9 Cracker

DSM recently started up its new C9 resin-feed production facility at Beek, The Netherlands. Nameplate capacity of the new plant is 40,000 MT per year, based on feedstock out of one of the company's two steam crackers.

DSM thinks the high utilization rate of the two crackers and the employment of mainly liquid feedstocks (naphtha and gasoil) will ensure availability of C9 resinfeed.

Leonard J. La Malfa, who has been appointed director of purchasing for Emery Chemicals, will be responsible for all purchasing activities at the division level.

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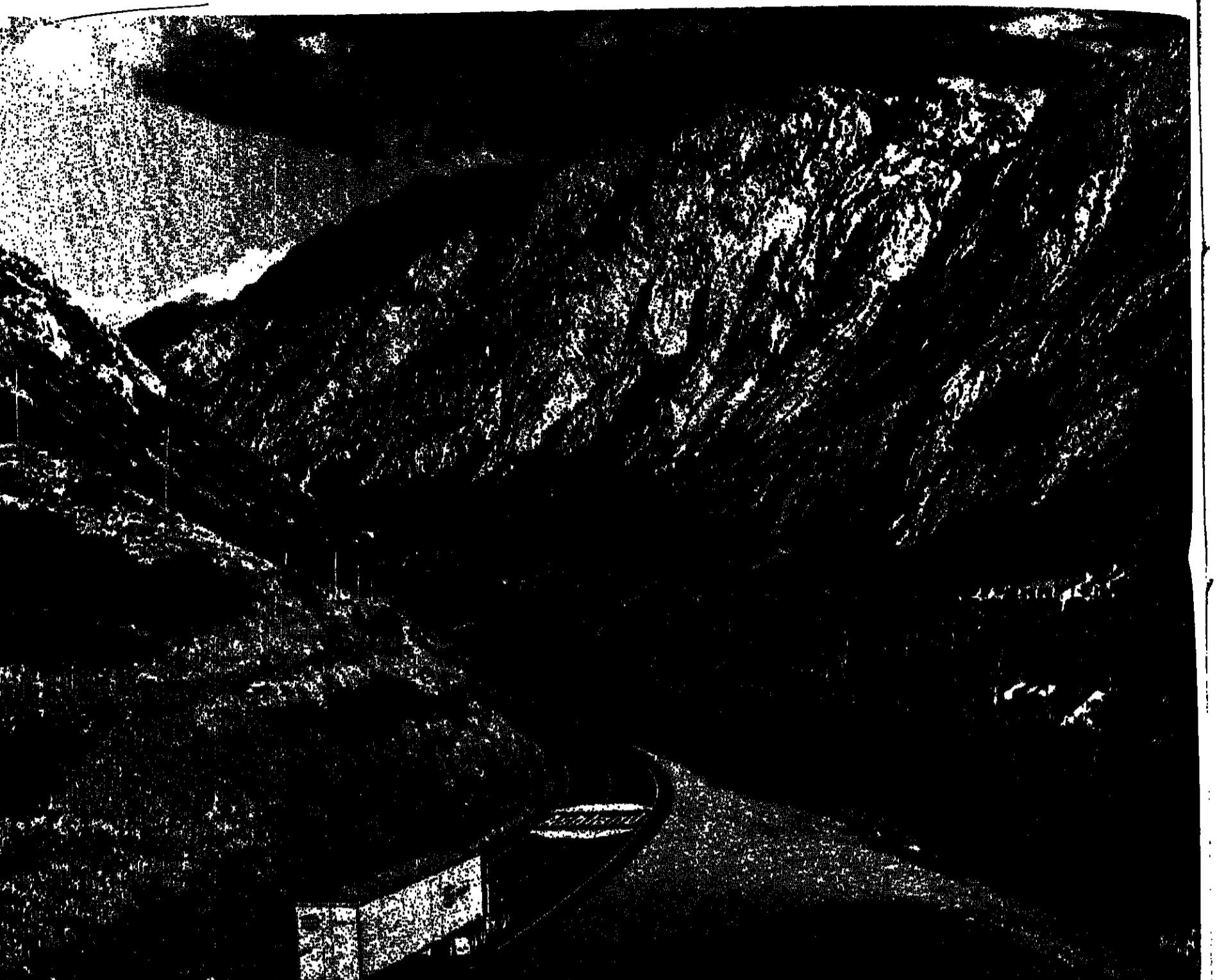
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Coastal in Catbird Seat?

Coastal Petroleum Corporation's protracted legal battle against seven phosphate firms moves into a new phase in early February, when a trial is scheduled to begin in Federal court in Florida between Coastal and one of the phosphate firms, International Minerals & Chemical Corporation.

At least one analyst thinks IMC would do well to settle the suit out of court, saying defeat for the firm would be financially "devastating."

Indeed, Coastal is seeking \$3.5 billion in compensatory damages alone from IMC, plus whatever punitive damages the jury might award. Coastal won't say what it is seeking from the other phosphate companies, including Mobil Corporation, W.R. Grace & Co. and American Cyanamid Company.

Calvert Crary, a litigation analyst at Bear Stearns & Co. in New York, says the stakes are "extraordinarily high" for IMC, adding, "Their position does not look very good."

Mr. Crary points to a May ruling by Florida's supreme court, overturning quiet title deeds of the phosphate compa-

nies to land beneath the state's navigable rivers and lakes.

The deeds are challenged by Coastal and the State of Florida. Coastal claims the phosphate firms wrongfully removed millions of tons of phosphate from lands leased by Coastal from the state. It will be up to Coastal to prove in Federal court that the waterways in question are navigable.

"You don't have to get an ocean liner up there" to demonstrate navigability," says Bear Stearns' Mr. Crary, who thinks Coastal should shoot for an out-of-court settlement of around \$100 million. "Not that much more could be recovered without putting (IMC) in serious jeopardy," according to Mr. Crary.

Coastal declined to comment on what it thought a fair out-of-court settlement would be, but expressed a willingness to negotiate. "From day one," a spokesman says, "Coastal has always indicated it would rather settle than litigate, but thus far, all it has received is the back of the hand."

For its part, IMC has expressed no inclination to settle out of court. "We feel we will be vindicated in the courts," an IMC spokesman said last week.

Plastic Molding Industry Being Sought for Florida

Louisiana State University College of Engineering is seeking support from government and industry to help Louisiana develop an injection-plastic-molding industry in the state.

Such an industry could bring \$500 million to Louisiana in five years and \$5 billion in 10 years, says Dr. Robert McIlhenny of LSU. Some 30 Louisiana companies are currently producing resins for molding plastics, but the state has only 10 firms that actually mold the plastic.

"What this means is that the state is exporting low-priced raw materials, primarily to northern industrial centers, and importing high-priced finished parts from molding companies.

"If a major molding industry could be developed within Louisiana, the state could convert its raw materials into finished pieces and export them as value-added product," Dr. McIlhenny says.

Dr. McIlhenny said the result would be that "small start-up industries would be stimulated by the existence of a specialized university research center and that these could then be expected to be followed by relocation of larger company facilities taking advantage of the expertise concentration."

"We are definitely not talking about a cottage industry," said Dr. McIlhenny.

He said in 1985 the total US production of resins was reported to be approximately 47.4 million pounds, about one-third fabricated into formed plastic parts.

If a modest price of \$3 per pound of finished product is assumed, the total annual sales should approach \$90 billion. An aggressive program to bring this industry to Louisiana could result easily in the capture of 10 percent of the market, or \$9 billion per year.

Continued on Page 25

Owens-Corning Seeks

Ways to Avoid Takeover

Owens-Corning Fiberglas Corporation says it will undertake a broad restructuring and recapitalization plan in the hopes of discouraging an unsolicited takeover attempt by Wickes Companies.

Wickes has mounted an unfriendly takeover attack against Owens-Corning in recent weeks. The OCF board recently rejected a \$2.1 billion, \$74-per-share offer from Wickes. To defend against further Wickes offers, the OCF board unanimously approved the restructuring plan last Thursday.

The cornerstone of OCF's restructuring program will be the sale of the company's aerospace and strategic materials group, acquired just last year. OCF says it expects to generate \$700 million in cash after taxes by the sale of the aerospace group and other unidentified assets. The company also plans to reduce operating expenses by over \$100 million next year, while slashing capital outlays from \$220 million to \$100 million.

The cash generated by the assets sales will be applied to an elaborate stock repurchase plan authorized by the board. Public stockholders will receive \$62 in cash, \$35 principal amount of new "Junior Subordinated Discount Debentures" and one share of common stock in the recapitalized company.

In addition, OCF says it will raise \$1.5 billion in bank financing and \$300 million through the sale of senior subordinated debt in order to finance the recapitalization.

About \$325 million of the company's \$6.6 billion in existing debt will remain outstanding.

The company will also maintain a \$100 million "seasonal line" of credit for general corporate purposes.

William W. Rozenstein, chairman and chief executive officer at OCF, said in a statement last week, "the board believes that the recapitalization (is) an opportunity for a financially superior alternative to the Wickes offer," which he says the board rejected.

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Sulfuric Acid Mart Weathers A Strike

Despite a strike at Noranda Inc.'s Valleyfield, Quebec, zinc smelter, no serious disruptions have been caused in the Northeast sulfuric acid market. Noranda accounts are now being filled by acid from a number of sources. Observers say tightness in the market has resulted, but that no actual supply shortage exists.

The strike at the Noranda subsidiary, Canadian Electrolytic Zinc, began on or about June 6. While nothing official has been announced, indications are that workers are prepared to return in early September.

Also affecting sulfuric supplies are repairs at a government-run dock that services Noranda's copper smelter at Gaspé, New Brunswick. The repairs have interrupted sulfuric shipments since the end of July. The company expects the repairs to be completed by the end of September.

The smelter at Valleyfield produces, on average, about 430,000 metric tons per year of 100 percent acid, according to Noranda. The Gaspé facility makes about 120,000 metric tons per year.

Despite the large amount of acid taken off the market, Noranda says all accounts are being filled, most at the same prices they had been paying. Other industry sources generally agree with this, and say that, likewise, overall market prices have not changed significantly since the strike began.

Noranda accounts are being serviced in a

number of different ways. Noranda acid has traditionally been shipped to an Essex Chemical terminal in Baltimore, Md. Since the strike, Noranda has brought from three to five vessel loads of acid from Europe to service that terminal.

Pfizer Inc., a Noranda account at Groton,

Continued on Page 30



CIL AT SAYREVILLE: The company brought one of its plants back on stream early because of the strike situation. The company acquired the twin facilities from NL some years back.

Pfizer Sugar Substitute Enters FDA's Pipeline

Pfizer, Inc. says it has submitted its entrant to the \$1 billion sugar substitute market to Food & Drug Administration for regulatory approval. The sweetener, alitame, is 2,000 times sweeter than sugar, Pfizer says, and has none of the negative side effects linked to aspartame, G.D. Searle & Company's hugely successful sugar substitute.

Pfizer says its filing petition was accepted by FDA on August 21. The company would not project when the food additive would reach the market, but one security analyst noted that based on the experience of other sweetener substitutes, the approval process could take up to five years.

Alitame was discovered by Pfizer scientists at Groton, Conn., in 1979. The compound is a dipeptide-based amide, with the dipeptide portion formed from the amino acids L-asparagine acid and D-alanine. The sweetener differs from aspartame in that it uses

despite these apparent advantages, sources say it will take three to five years before alitame reaches the US market as a table top sweetener. One analyst says the controversy surrounding cyclamates, saccharin and now aspartame has made sweetener

Continued on Page 15

Hazardous Substance List Is Lengthened by EPA

Environmental Protection Agency will notify emergency response coordinators who will then determine what kind of action is necessary to alleviate any threat or potential threat to nearby populations or to the environment.

Under EPA's emergency response program, each of the agency's ten regions maintains emergency response personnel who are on call to respond to oil and hazardous substance emergencies. The US Coast Guard also maintains 12 district offices and other units to respond to oil and hazardous substance emergencies.

The law requires reporting by persons in charge of a facility or vessel from which substances are released into the environment at amounts of one pound or above, with the exception of higher amounts for some substances which were established earlier under the Clean Water Act (CWA) for spills into waterways.

NRC must be notified immediately upon discovery of such a release. If the release has

Continued on Page 25

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OILS, FATS & WAXES

P&G's Canola Venture Roils The Vegetable Oil Industry

Procter & Gamble's announcement that it is using canola oil in its "Puritan" vegetable oil is focusing industry attention on the low erucic acid variety of rapeseed.

"Every major oil processor in the country is looking at it," says one industry source. The processors have "all got canola in their research facilities," he says.

Canola is currently grown in the Pacific Northwest and at a few other locations in the US, but not enough to supply the US market's needs. The winter canola that they grow, harvested in the Spring and Summer months, is mostly sold to Canada for crushing.

"Up to now," says Marlene Peters, president of Mid-American Oil Seeds Association, "there hasn't been adequate US demand to justify planting here." She cites the hardships facing US farmers as a deterrent to gambling on growing a new crop without a well-established market to sell to. Some growers be-

Another attractive feature of canola, which was approved for edible use in the US in January of 1985, is that crushing yields 60 percent oil and 40 percent meal, a higher oil yield than that of soybeans.

Canola's use as a fatty acid feedstock has also garnered attention from people in the chemical business. While looking for a high-yield feedstock last year, one industry source began buying canola oil. He calls the 90 percent stearic feedstock "very desirable" compared to soya in terms of "economics and quality," he says.

Canola is also a sought-after source of high oleic material, according to a trader. His sales of canola to non-food customers are up 100 percent over last year's sales, he claims.

Canadian government subsidies on transportation of the oil to the East and West coasts of the US help make it a competitive alternative to soybean oil. Canola oil, generally priced in the 16 cents to 20 cents range, is "a growing threat," according to a soybean oil processor. In his view, the extent of canola's use in the US will depend largely on the success of a few products made here with the oil, including "Puritan."

Another trader feels that use of canola in the US will not become widespread for "a couple of years," and that the 8 percent duty on the imported oil will keep some customers away.

A major US oilseed processor is currently looking into the possibility of crushing canola for the domestic market as early as next July. The "major impetus" for this "experiment" is, says a source from the processing company, the use of canola oil by Procter & Gamble.

At this point, he says, his company and the

rest of the industry are waiting to see how the American public will respond to the oil, and to the claims made for its health benefits, before pressing ahead with plans for crushing. Canola's similarity to linseed makes flax crushing equipment, with slight modifications, ideal for crushing canola, the source says.

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OILS, FATS & WAXES

ing that it was just one of the occasional "beeps" that they have seen in the market over the past few months. Covering of short positions probably was involved with the rise, sources say.

After the three day period of heavy activity was over, the market returned to its lower levels, with most of the activity in Dec.-Jan. positions. Buying interest "evaporated" after the brief rise, says a source, who points out that the spot market saw very little activi-

ty during the week. Seeing nothing to sustain the market at higher levels, traders remain unconvinced that the market has yet hit bottom.

OLIVE OIL — A measure awaiting Congressional approval would lower the tariff on olive oil coming into the US, according to a US government trade source. The measure would reduce the duty on containers greater than 40 pounds from 2.6¢ per pound to 1.5¢ per pound. The duty on olive oil in containers smaller than 40 pounds would be lowered from 3.8¢ per pound to 2.28¢ per pound.

The proposed move represents an attempt to accommodate the European Community, with whom the US has been having trade difficulties involving US citrus and European Community pasta, according to Foreign Agriculture Service.

The measure is expected to win approval when Congress re-convenes after its current break.

The reduction would lower the high spot prices that traders are seeing now, sources say. The current price is being called \$8 per gallon for Spanish Riviera and Virgin grades, and \$5.35 per gallon for Italian B material.

The market is very quiet right now, with stiff prices not expected to change until after August, a primary holiday time in Spain.

PEANUT OIL — Recent rains in the Southeast improved the outlook for the current peanut crop. Traders are now thinking of the crop reduction as considerably less serious than they had been before. They are now comfortable with the USDA's estimate of a 15 percent reduction from last year's crop, rather than figures nearly twice that they had been fearing, sources say.

Perhaps partly because of this, trading of peanut oil has been very slow. Prices have also softened, and are apparently continuing to do so, as buyers are staying away from the material at the asking levels.

The lack of any significant export trade, adequate supplies, and increased buyer confidence in availability are all helping to soften the market. "Prices won't soar like people thought they would," says a source, who notes that although the rains may have come too late for some of the crop, traders are remaining optimistic about the nuts this

OILS, FATS & WAXES

will begin coming to market in two to three weeks.

SOYBEAN OIL — Traders were pleased to see a pickup in foreign buying interest, as importers abroad continue trying to use up their Commodities Credit Corporation credits before the end of September.

Bangladesh has been tendering on 8,000 tons of crude de-gummed soybean oil in barrels, industry sources say. Originally, Bangladesh's interest in soy oil "came on the heels" of a PL 480 sale to Haiti, a source says. The US government put Bangladesh on hold until now to prevent the soybean oil market from getting too tight, according to an industry source.

The Dominican Republic is also said to be coming in for a purchase in the near future.

At home, soy oil is seeing very little activity, as the crush continues to be meal-driven.

A remark by Agriculture Secretary Lyng regarding off-grade soybeans being held by the government softened the market as traders expected the material to go to the market sometime soon, a source says.

FATS & GREASES

TALLOW — The tallow market is experiencing a pickup in orders from foreign buyers anxious to use up their Commodities Credit Corporation credits before the September 30 deadline, sources say.

West Coast traders have been finding an increase in Korean buying, and other parts of the US are stepping up shipments to Europe in response to their heightened demand, according to industry sources.

It had been hoped that Egypt would order a large quantity of US material last week, but the Egyptians have delayed their decision until at least this week, a source says. They are said to be planning to purchase 25,000 tons of material, but it is not certain if they will decide to buy tallow or coconut oil.

Domestically, tallow availability is tight, partly because the chemical business has been buying steadily lately, and is expected to continue doing so, sources say.

In response to this and to the improvement in export activity, sellers raised their prices last week. They are said to be having a hard time finding customers to buy at the higher levels, though, and probably will not be able to maintain the higher prices in the face of a weak vegetable oils market.

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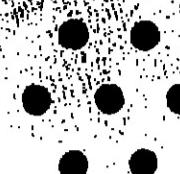
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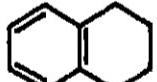


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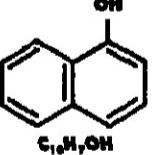
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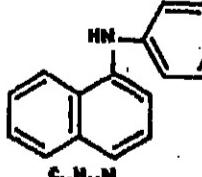
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AROMATIC ORGANICS

Maleic Anhydride Market Called Fairly Snug by Analysts

Following an "unusual" first half of the year for maleic anhydride, producers say that healthy domestic demand is keeping the market fairly snug.

Ashland Chemical Company experienced difficulties with a reactor early in the year that resulted in some loss of production from its 60-million-pound-per-year facility in Neal, W.Va. "We ran the other reactor heavily," and drew down inventories, says a company spokesman, in order to meet delivery schedules.

USS Chemicals, a division of U.S. Diversified Group, lost output from its 35-million-pound-per-year facility in Neville Island, Pa. for approximately ten weeks following a fire April 11. The company worked off inventory and "made arrangements to supply customers," according to a company spokesman.

He says the outage "was very untimely...as it came at the height of the market's demand." This reflected the seasonal upturn in the agricultural chemicals sector; demand from the other major end markets is said to be considerably less seasonal.

With the production problems in the industry during the first half of the year, says a producer, "Inventories began to dwindle a little bit. Producers are still running full out to replenish inventories" but this is no easy task given healthy demand and seasonal turnarounds such as that taken by Monsanto Company's 170-million-pound-per-year Pensacola, Fla. facility for the month of August and Denka Chemical Corporation's 50-million-pound-per-year plant in Houston during July.

MALEIC SUPPLY SNUG

"Nobody has run out of maleic, but it has been snug," says a producer. Demand for polyester resins, which accounts for about half the market, was approximately 2 percent stronger during the first half of the year compared with the same period of 1985, according to Society of Plastics Industry. This rate would lead to a demand growth of about 4 million pounds annually.

Producers agreed that the polyester resin business has been reasonably healthy and that the smaller, more mature end markets — lube oil additives, fumaric acid, and agricultural chemicals — have been holding steady. Producers see polyester resin demand continuing to grow at a GNP-style pace, or slightly higher, for the foreseeable future.

However, this growth has been more than offset this year by a falloff in export levels. Last year, when Monsanto's plant in Wales U.K. underwent a catalyst change, the company's Pensacola, Fla. facility boosted its shipments to Europe. With the Wales plant back this year, the US export level is expected to be only about half last year's 27 million pounds.

Producers say they have observed no real effects of the US dollar's weakening on export interest, and expect the export level to be flat for the next couple years. Main markets are said to be Canada, Latin America, Southeast Asia, and Australia.

Monsanto's curtailment of exports, USS's outage, and Ashland's operational difficulty are seen as contributors to an 8 million pound decline in production, from 181 million pounds during the first half of 1985 to 173 million pounds during the first half of 1986, according to International Trade Commission.

Producers say that 1st pricing is at 53 cents per pound. Market prices are said to have been holding steady in recent months, with discounts of between 5 and 10 percent off list. Producers acknowledge that feedstock butane costs have been weak, but observe that from the late 1970's until the mid-1980's, the maleic anhydride business was not a profitable endeavor.

With demand projected to exceed current

AROMATICS

In accordance with the industrywide pricing formula, prices range from Phillips Chemical Company's \$3.6450c. per gallon price to Texaco Chemical Company's \$2.6450c. per gallon price.

DYES — Food & Drug Administration says it intends this fall to permanently list Yellow 6, Red 8, and Red 9 as safe for use in externally applied drugs and cosmetics. A provisional listing will be in effect until October 8.

PHTHALIC ANHYDRIDE — BASF Corporation says it is presently starting up its flaking and bagging system adjacent to the company's 175-million-pound-per-year mono- and phthalic anhydride plant in Kearny, N.J.

BASF has been supplying flaked material to the East Coast market from its Cornwall, Canada facility. USS Chemicals, a division of U.S. Diversified Group, supplies the market from its Neville Island, Pa. facility, which flaked material brought in from a 210-million-pound unit in Pasadena, Tex.

The Kearny startup "certainly will increase the competition," observes a USS Chemicals spokesman, who sees the facility as effectively replacing Monsanto Company's 90-million-pound unit in Bridgeport, N.J., which was closed in January.

A BASF spokesman says that "we had a very minor position" in the East Coast market while bringing in material from Canada, and "we are now looking at a much more extensive position." The company says that the ability to maintain inventory locally will improve the logistics of its operation.

In addition to USS Chemical's presence, BASF will need to contend with imported product. "The East Coast has been plagued by cheap imports," says the USS Chemicals spokesman, which have come from such countries as Brazil and Venezuela.

Imports during 1985 totalled approximately 12 million pounds, and took 14 percent of the US flake market. Through the first

six months of 1986, imports totalled approximately 9 million pounds for an estimated 21 percent share of the US flake market.

Nonetheless, it is observed that the volume of imports has tailed off recently, attributed to strong demand from the Far East and the devaluation of the US dollar. According to Bureau of Census figures, the amount of material imported during May and June combined was 1.270 million pounds, while the average import level for the first four months of the year was 1.948 million pounds.

STYRENE — Amoco Chemicals says that it is removing a 1c. per pound temporary voluntary allowance from its list pricing, effective September 1. The new price is 21c. per pound, f.o.b. Texas City, Tex., with higher prices from other shipping points. Other producers have raised prices by 2c. to 3c. per pound.

Pfizer Sugar

Continued from Page 7

ers "an extraordinarily hot topic." He says the burden of proof on Pfizer to prove alitame's safety and efficacy is "enormous." He concludes that the product has "a lot of potential," but it will "take a long, long time" to get through the approval process.

Alitame is hitting the regulatory pipeline at a time when competition in the sugar substitute market is soon to heat up. Aspartame's current hold on the market is very strong (\$750 million in sales, compared to under \$100 million for saccharin), but several observers say cyclamates may re-enter the market next year, 17 years after the FDA banned them.

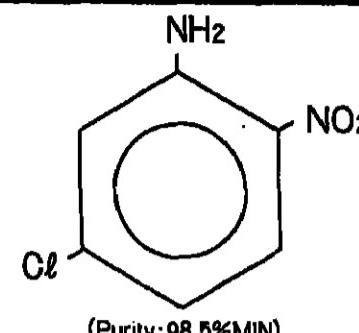
In addition, another sugar substitute that was submitted for FDA approval in 1982 continues to move through the approval process. The sweetener, called aceulfame k, was developed by Hoechst AG and is already marketed in several Western Europe countries.

Pfizer says alitame's stability will enable it to be used "in a wide variety of foods, including beverages and baked goods." The company says alitame can also be used in toiletries and pharmaceuticals.

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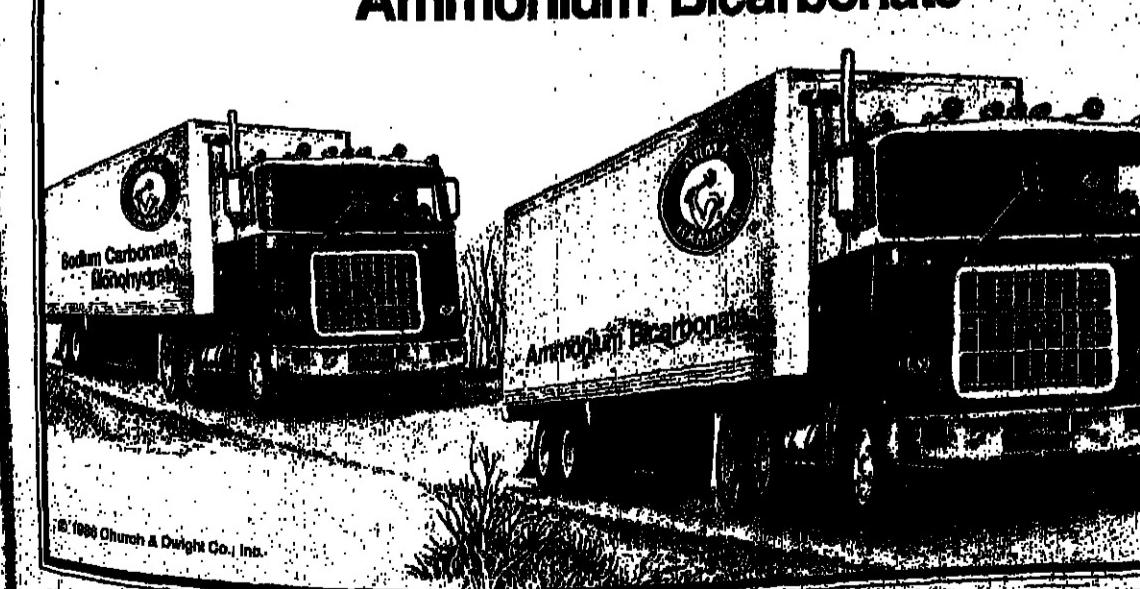
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S' Fund Tax Increase

Continued from Page 5
held together since then through interim financing.

While the chemical industry has supported reauthorization of superfund, Chemical Manufacturers Association, the industry's trade group in Washington, has urged Congress not to increase feedstock taxes beyond past levels. CMA appears to have succeeded.

"I think there's a pretty good understanding in Congress that petrochemical feedstocks can't take much more," says Tom Gilroy, a CMA spokesman. "They just look at Texas and Louisiana where most of the tax is collected. It's not a healthy segment of the industry."

A staff member of the tax-writing House Ways & Means Committee credits CMA with doing a "good sale" on the feedstock tax issue, agreeing that feed taxes will probably be frozen at past levels. However, she says there is no consensus on even a broad outline of how the new cleanup program should be funded. CMA supports some sort of broad-based

tax to pay for waste-site cleanups, but the issue is "still up in the air," the Ways & Means staffer says, as is agreement on some sort of waste end tax. "That's just as controversial," the aide observes. The House bill contains a waste end tax, while the senate bill includes a broad-based tax.

The Reagan Administration, meanwhile, has threatened to veto any superfund bill containing a broad-based tax or a "substantial" increase in feedstock and petroleum taxes. This position has raised concern in the chemical and petroleum industries.

The Reagan Administration has consistently opposed a broad-based superfund bill. In the Spring of last year, when the Senate Finance Committee was considering various broad-based tax schemes to finance an expanded superfund, the Treasury Department testified that it would rather see an expanded superfund program financed by higher feedstock prices than a broad-based tax (C&EN 4/28/85, pg. 3).

EXPORT VOLUMES

In the absence of a recession, the net additions to merchant industrial gas capacity likely to come on stream during the next two years "should be absorbed by the expected demand growth for these products in the same time period," the Drexel Burnham Lambert analysts stated.

The herbicide outlook is said to be good for those companies which are commercializing value-added products. The prospects are said

Chemical Earnings Rising

Continued from Page 9

shortage of LDPE in the US rather than declining competitiveness of US producers. A similar trend in polyvinyl chloride could also be the result of limited capacity, he comments.

Drexel Burnham Lambert's chemical team — William R. Young, Katharine L. Plourde, Brian J. Corvese and Charles A. LoCastro — are forecasting real growth of 3.2 percent in the US GNP next year with a slight bulge in the fourth quarter.

The Drexel Burnham projection for chemical industry revenue growth in the current year is 3.4 percent, with physical volume expected to grow about 5 percent, while selling prices decline by no more than 1.5 percent. Operating earnings are expected to be up 8 percent, versus a previous forecast by the team of 24 percent for the year.

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apparel and by the upcoming drop in cotton prices, "which could discourage the use of polyester and other man-made yarn goods."

Prospects for the industrial gas manufacturers are said to remain healthy despite a recent wave of announcements of proposed new capacity.

"Demand and operating rates for the important merchant gases continue to trend upward, approaching the 'sold-out' 85 percent operating rate domestically," the analysts said.

In the absence of a recession, the net additions to merchant industrial gas capacity likely to come on stream during the next two years "should be absorbed by the expected demand growth for these products in the same time period," the Drexel Burnham Lambert analysts stated.

The herbicide outlook is said to be good for those companies which are commercializing value-added products. The prospects are said

to be best for American Cyanamid Company's "Scepter," Dow Chemical's "Tandem," DuPont Company's "Classic," "DuPont's "Assure," Dow's "Verdict," and Imperial Chemical's "Reflex."

Losses in market share are expected for Rohm and Haas' "Blazer," BASF Corporation's "Basagran," DuPont's "Lexone," Bayer Chemical's "Senkor," and Monsanto Company's "Lasso."

In the specialty chemicals area, Drexel Burnham Lambert expects the best gains to be registered by Pall Corporation, Avery International, Inc., and the specialty operations of Morton Thiokol. Equities of all three companies are rated "buy" as are those of the previously mentioned companies.

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ALIPHATIC ORGANICS

VCM Rates Rise

Continued from Page 3

"in advance," says one producer, "planning problems can be created." "On a long term basis the industry is not over committed but, on a short term basis, there are problems."

In addition, occasional operating problems are exaggerated under such high production rates. Earlier this year B.F. Goodrich reportedly declared a force majeure when an unexpected one week shutdown at its billion-pound-per-year La Porte, Tex., facility forced it to fall below supply obligations.

While demand has been strong, selling prices have been off about one to two cents per pound from first quarter levels. Current settlements for July are at about 15 cents per pound. Export prices, aided by weak dollar values, are currently about half-a-cent higher than domestic settlements.

Brake Fluids — Dow Chemical U.S.A. says it will increase the off-list prices of its brake fluids by 25¢ per gallon October 1. The increase affects all bulk and private label packaged brake fluids.

Major components of these proprietary blends are glycerol ether higher and glycols. Current bulk list prices include \$4.90 per gallon for "BB" brake fluid 470, \$5.40 per gallon for "BF" brake fluid 920, \$4.40 for "BP" brake fluid 1000, and \$5.20 per gallon for "Brake Fluid HD-50-4."

The above price are f.o.b. Freeport, Texas, freight equalized. Drummed quantities are 60¢ per gallon higher.

Butadiene — Butadiene prices, continuing their year-long slide, lost about one half cent per pound during August. Selling levels have reached as low as 12 1/4¢ per pound according to industry sources. Says one producer, "One would have thought that 13¢ per pound was the bottom, but I've seen spot quotes below that."

Some marketers feel that the rapid decline in butadiene prices this year may have been aided by the popularity of MTBE in octane improvement and a "reasonably strong" gasoline demand this summer. "People may be moving butadiene in order to make isobutylene for MTBE," says one producer.

However, with crude oil prices showing renewed strength, September may be a watershed month for butadiene. One producer explains that consumers have, so far, been quick to point out that the decline in crude oil prices should be passed along in the price of butadiene. "When (oil) prices come up in September buyers won't be able to do that," says the source.

However, any increase in butadiene, motivated by higher oil prices, will be preceded by a "lag time" of at least 30 days according to producers.

EPOXY PRECURSORS — Dow Chemical U.S.A. says that it will raise the list price of its epichlorohydrin and allyl chloride by 3¢ per pound on October 1.

cents and 6 cents per pound respectively on October 1. Epichlorohydrin will list for 3¢ per pound on an f.o.b. basis. Allyl chloride will list for 7 1/2¢ per pound. Dow will eliminate f.o.b. pricing on allyl chloride after October 1 and will sell the material on a delivered basis.

A Dow spokesman says that the price increases are needed in order to boost returns on the products, which have not seen a price increase for two and a half years. While Dow says that discounting is "not too widespread," it hopes that this move will replace margins lost to recent price cutting.

Shell Chemical Company and Dow are the only domestic producers of epichlorohydrin

and allyl chloride. Dow has a 420-million-pound-per-year unit at Freeport, Tex. and Shell owns a 220-million-pound-per-year plant in Deer Park, Tex.

As of press time last week, Shell had no comment on Dow's price change.

EDTA — Dow Chemical U.S.A. says it will increase prices on all grade of its "Versat 100" plating agents by 3¢ per pound on October 1. New prices will not exceed current list levels of 36.5¢ per pound in bulk and 43¢ per pound in drums. The above prices are f.o.b. Freeport, Texas, freight equalized.

Ethanol — While sales of fuel ethanol showed only modest growth in July, prices showed a gain of 9¢ per gallon on average over June values, according to Information Resources Inc. Strong premium gasoline demand, aided by lower prices and media promotions, according to IRI, have boosted demand for octane and made ethanol more attractive. During July there was a 14¢ per gallon spread in fuel ethanol prices with 91 per gallon being the low point in Baltimore.

Continued on Page 20

ALIPHATIC ORGANIC OUTPUT: 2ND QTR. 1986

US INTERNATIONAL TRADE COMMISSION NUMBERS IN POUNDS

	2nd Qtr.	1st Half	1st Half
Acetone	1,986	1,956	1,956
Acrylic acid	757,553	953,836	953,836
Acrylonitrile	482,233	285,216	285,216
Alcohol	1,477,429	1,489,043	1,489,043
Butadiene (rubber grade)	880,179	1,203,058	1,203,058
Carbon tetrachloride	185,130	203,151	203,151
Chloroform	132,582	277,938	277,938
Ethanol	54,288	16,114,984	16,114,984
Ethyl acetate (65 percent)	8,051,043	2,110,507	2,110,507
Ethylene	1,089,485	144,581	144,581
Ethylene glycol, mono	70,153	2,921,041	2,921,041
Ethylene oxide	1,400,490	258,441	258,441
Fatty acids	158,178	200,207	200,207
Fluorocarbons 11 and 12	182,402	3,045,202	3,045,202
Formaldehyde (37 percent by weight)	1,857,070	641,588	641,588
Isopropyl alcohol	3,121,123	3,007,417	3,007,417
Methanol	101,353	216,453	216,453
Methyl chloride	130,883	254,170	254,170
Methylene chloride	127,880	55,384	55,384
Methyl ethyl ketone	31,048	205,289	205,289
Pentaserythritol	101,654	7,827,175	7,827,175
Perchloroethylene	8,799,035	1,110,753	1,110,753
Propylene glycol and polymers	379,554	704,753	704,753
Propylene (other)	168,532	304,914	304,914
Proprietary glycol	194,074	205,295	205,295
1,1,1-Trichloroethane	594,254	1,110,753	1,110,753
Tetrachloroethylene	594,254	1,110,753	1,110,753
Vinyl acetate monomer	2,061,028	4,000,952	4,000,952

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September 1, 1986

CHEMICAL MARKETING REPORTER

19

COATINGS & PLASTICS

Continued from Page 33

that a successful price increase should enable them to maintain these high operating rates.

PRIME PIGMENTS

CADMUM PIGMENTS — So far, only one other domestic producer of cadmium red and yellow pigments has followed Harshaw-

Filtrol Partnership's move to increase list and selling prices.

SCM Pigments Division has announced that it will raise prices for its "Cadmolith" cadmium lithopone and pure cadmium reds and yellows by an average of 2 percent, effective September 15, 1986.

Prices for maximum volumes (orders of one ton and over) of representative products follow:

Yellow 300 "primrose yellow" will sell for \$3.03, Orange 340 "medium orange" for \$4.05, and Red 200 "light red" for \$5.37. In its "Modern" series, "Hi-brite yellow 600," "primrose Hi-Brite" will sell for \$3.03 per pound, orange "640 medium High-brite" for \$4.05 per pound and red 201 "flame red," for \$5.37 per pound.

A spokesman for the firm explains that increased labor, raw material and operating costs have necessitated the increase.

Effective July 28, Harshaw-Filtrol increased selling prices for its cadmium sulfide, sulfoseleminate and lithopone pigments by an average of 2 percent.

Use of these pigments in specialty engineering polymers and alloys is said to be growing; demand is expected to reach 8 million pounds this year (CMR, 8/11/86 p. 30).

Ciba-Geigy, Johnson Matthey, Ferro

PLASTICS MATERIALS

EPOXY RESINS — Dow Chemical Company will be raising list prices for epoxy resins and their precursors (see Aliphatics Market) effective October 1, company sources report.

List prices for its "D.E.R." liquid resin products 300 series, will be moved up 4c. per pound, and those for its standard solid 600 series by 3c. per pound. Brominated solution grades will be moved up 3c. per pound, and mixed solid/solution grade prices will be increased by varying amounts, depending on volume and grade. Prices for powder coating grades will not be affected.

A company spokesman says the price move is an attempt to regain margins lost to discounting, prevalent in the market for the past year.

While producers have realized some savings from lower hydrocarbon costs earlier this year, he continues, selling prices had deteriorated more than raw material costs. This increase should partially restore epoxy prices to more realistic levels, he adds.

Selling prices for liquid grades have been stable since June, producers report, ranging

around \$1.37 per pound; those for solid grades, however, have slipped somewhat moving from a range of \$1.33 to \$1.40 per pound to from \$1.31 to \$1.37 per pound. Company sources said to remain at June's levels.

Producers provide different pictures of demand this year. In 1985, the market stood from 376 to 381 million pounds. One source expects demand to grow by 4 percent this year, led by the aerospace and market demand. Another source disagrees, predicting that domestic demand will fall from 2 to 3 percent this year; all end markets should continue at last year's levels, this source feels, except for coatings, which he expects to fall by 3 percent.

Imports, never significant in this market, are expected to become even less so, the weaker US dollar.

Capacity utilization rates, hard to come by in this market, are "guessed" by one source to be in the 70 percent range; no additional capacities or expansions have been brought on line to date in the commodity epoxy segment. Dow expanded its line of specialty electronic grade "Quater" epoxies in July.

POLYETHYLENE — All remaining major domestic producers of high density polyethylene have joined in last week's price increase move led by U.S.I. Inc., E.I. du Pont de Nemours Inc., Enron Chemicals (formerly Norchem) and American Hoechst Inc.

Allied Chemical Corporation, Amax Chemicals Company Inc., Dow Chemical USA, Chevron Chemicals Inc. and Sloss Polymer Corporation will be moving later selling prices for their full lines of HDPE resins up 4c. per pound effective October 1986.

Spokesmen for the firms feel that the higher prices will help restore profitability to the market, to ensure that supply keeps up with growing demand, and to enable the firms to continue research and development programs.

POLYSTYRENE — The Dow Chemical Company has formally announced that it will raise selling prices for its "Styron" general purpose and high impact solid polystyrene resins by 3c. per pound effective October 1. List prices will not be affected; neither will those for ignition-resistant grades.

Mobil Chemical and American Petroleum have announced similar increases informally, on an individual customer basis.

The increase follows July's 3 to 4c. per pound increase, which was fully demand-driven and described by producers as largely successful.

Other producers have not yet decided whether to go along with the increase, but all describe an atmosphere of extremely strong demand, coupled with higher feedstock and production costs.

Carbide Takes Stock

Continued from Page 3
to earnings before interest and taxes ratios of 3 to 1 for Dow and 4 to 1 for Monsanto. The significance of this ratio, he continues, is that in the case of a general business downturn, earnings for Carbide could quickly drop to the level of interest payments, severely restricting the company's cash flow.

In his analysis, the company "needs to get \$1 billion in assets sold quickly" in order to further reduce the debt and lower interest payments.

Carbide has, in fact, announced plans to divest another \$1 billion in assets, including the agricultural products unit, which Mr. Wishart said will be closed by early next year. The company's plan calls for debt to be reduced to \$3 billion by the end of 1987.

Analysts have generally had a positive reaction to most of the business lines Carbide has chosen to retain. The Chemicals & Plastics group, the Industrial Gas Division, and the Specialties and Services group have all been called solid performers. Only the smallest operating unit, Carbon Products, has come into criticism due to its close ties to the sputtering steel industry.

Chemicals & Plastics has sales of \$3.8 billion, 55 percent of Carbide's total, and is the leading ethylene glycol producer in the world, and with Unipol, a major force in the linear low density and high density polyethylene industries. The Industrial gas division, Linde, is the largest such producer in the world, Mr. Wishart said, with a 10 percent share of the world market (32 percent in US) and \$1.6 billion in sales. The Specialties and Services unit has sales of \$800 million.

Mr. Wishart also emphasizes the "critical" need for Carbide and the industry at large to generate trust and goodwill between chemical plants and the public, especially local

communities. "Chemophobia," he says, has become so advanced that the industry faces a tough challenge to educate and convince the public that production and transportation of chemicals is being handled responsibly.

He says this challenge can be met, though, by improving lines of communication between the plants and the community and by providing the public with a better understanding of what "goes on inside the fence." Being "a good neighbor" is the number one mission" in the industry, he added.

Union Carbide says it will "conduct business reviews with selected potential buyers" of its electrical carbon business later in September. The business is comprised of a range of carbon-based specialty products for industry. Most of the products are sold under the "National" trademark. These include carbon brushes, carbons and other carbon and graphite products. The electrical carbon business has operations in Postoria, Ohio, Greenville, S.C., Parma, Ohio, Toronto, Canada, Juarez, Mexico, and Sheffield, Great Britain.

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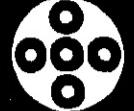
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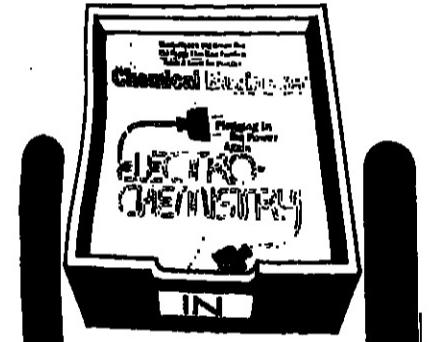
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REACH TOP MANAGERS



ALIPHATICS
Continued from Page 18

Md. and \$1.08 per gallon the high end in Franklin, Ky. The Baltimore price is up 4c. per gallon over June while the Franklin value is 11c. per gallon higher than June levels in that area.

With the imminent expiration of leaded ethanol, distillers are hopeful that ethanol sales may return to their strong growth mode of 1985. In July, total gasohol sales were 47 million gallons, only 10 million gallons over the previous month. IRI says that octane is "extremely scarce." BTX suppliers concern and call aromatic octane components "tight." IRI maintains that incremental octane is tight and explains, "the finishing capacity of the nation's refineries, including cracking, isomerization units and reformers, are running near 100 percent—each striving to process the inexpensive crude oil which is available on the world oil market."

Ethanol may be out of its goldmine at this point, according to IRI, as the prices of other octane enhancers rise they see an incentive by refiners to reevaluate their ethanol options.

METHYL ETHYL KETONE — Celanese Chemical Company says it will increase the market price of its methyl ethyl ketone 10c. per pound across the board of October 1. The company hopes to bring market levels from a current value of 23 1/2c. to 24c. per pound. Celanese list price will also be revised. The current 34c. per pound will be replaced with a 35c. per pound list price.

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CHEMICAL MARKETING REPORTER

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DRUGS & FINE CHEMICALS

Penco Claims APAP

Continued from Page 4

Penco sells its material for less. Penco's spokesman won't specify powdered or granular price, but says it charges \$8.95 per pound only for small amounts. The company charges between \$7.40 and \$7.50 per pound for its direct compression grades.

European imports are said to be competitive with the domestic product, but Chinese and Turkish material costs less. However, as is the case with many products, many believe the quality of Chinese and Turkish material is not as high as that of the domestic material.

Despite this, one importer of Chinese material calls demand "healthy," and says his company's powdered and granular prices are \$1.25 to \$1.50 less per pound than the domestic producers' prices.

Importers and domestic sources agree that imports are making inroads into the US market. The first half of 1986 saw 3.25 million pounds of acetaminophen enter the US, more than 50 percent higher than the total for the comparable period in 1985. One domestic producer says this is "obviously of concern," because the weakening dollar has not slowed the imports. However, domestic sources say the import pressure is not enough to cause list price reductions. Imports are said to total about 20 percent of the US market, up from 16 to 17 percent in recent years.

Demand Is Growing

Demand is growing for domestic companies as well. Mallinckrodt recently announced a capacity increase to 22 million pounds, up from 17.8 million pounds. Monsanto's capacity is 15 million pounds. While sources claim growth, no particular market segment is cited.

Acetaminophen players benefitted slightly from the decision of Johnson & Johnson and other tablet manufacturers to stop making capsules in favor of elongated tablets called caplets. However, increased demand was primarily in the form of brief surges in the marketplace.

"Certainly there were some surges (in demand), but now demand has leveled," says one producer. Another domestic producer comments that the transition from capsules to caplets was "very slow," but agrees that there were some surges.

Penco, which entered the market when these decisions were being made, says its timing wasn't such that it could take full advantage of the situation. "I don't think it hurt us...it just narrowed our opportunity for business," says Penco's spokesman.

Meanwhile, as Penco attempts to make further inroads against Mallinckrodt and Monsanto, the industry awaits more news about Celanese's decision to enter the acetaminophen market by 1988.

In June, 1985, Celanese announced that it would begin commercial production of acetaminophen after developing a new process which it feels will allow the company to become the world's lowest cost producer of the product.

A Celanese spokesman says there has been no change in the company's plan, and that it is hoping to begin production on schedule. Some domestic sources, however, have doubts that Celanese will actually enter the market.

One producer says if Celanese plans to enter by 1988, it is in time to become more public and to start making commitments. This producer says he has heard nothing since the initial announcement.

Likewise, another producer says, "I don't really think (Celanese) will ever get into acetaminophen." He says that all three existing producers have spent much time researching acetaminophen production, and does not understand how Celanese can make it for less and still make money. He adds that he was "dumbfounded" by Celanese's announced plan because he doubts there is enough money to be made to make the venture worthwhile for a company the size of Celanese.

ADJUVANTS — RIBI ImmunoChem Research, Inc., claims that its adjuvants sub-

stances that improve response to vaccines are being vastly improved. A spokesman says the "new breed" of adjuvants is helping researchers in developing systems for vaccines which may offer protection against diseases such as AIDS, hepatitis, herpes, meningitis and pneumonia.

Advances in biotechnology and genetic engineering are said to have spurred the new vaccines. Nils A. Ribl, president and chief operating officer of RIBI, says there are essentially three steps until the products, introduced in January, are immersed in the mar-

ketplace. First, the adjuvants are being used now in research study. Much of the research is being done by pharmaceutical and biotechnology companies. Second, the adjuvants will have to break into the veterinary market place. This is described as a challenge by Mr. Ribl, because vaccine prices in this area are so low, it will be difficult to be cost-effective. Third, the product will have to be ready for human use. Mr. Ribl notes that an AIDS adjuvant is taking priority over most of the other diseases, mainly because of its importance to the public.

A spokesman says new adjuvants would replace older vaccines developed over the past 50 years. A problem with the current vaccines, he continues, is that while they have been successful in combating smallpox, polio and measles, they can cause harmful side effects, such as redness, swelling and even shock.

RIBI explains that most existing vaccines are usually prepared from non-virulent whole organisms or from components of the organism. New vaccines use only small portions of the various bacterial or viral cells.

However, while these are safer, some are not effective enough to stimulate strong immune responses. Therefore, reasons RIBI, there is a growing need for adjuvants that can exploit the full potential of these vaccines.

RIBI is attempting to meet this need via the RIBI Adjuvant Systems (RAS). Mr. Ribl says this is an improvement over the standard research adjuvant, Complete Freund's Adjuvant, because it contains two percent oil content, while the latter consists of killed whole tubercle bacilli with a 50 percent oil and is unsuitable for human and many animal uses. Mr. Ribl says that by substituting the whole tubercle bacilli with reduced oil and non-toxic components, RAS is safer.

Mr. Ribl adds that encouraging results have been seen in developing cancer vaccines, but that this research is in its infancy.

ANTI-INFLAMMATORY STEROIDS — Pharmatec, Inc. and Nova Pharmaceutical Corporation have reached an agreement allowing Nova to become exclusive worldwide marketer for Pharmatec's "Carrier," developed for use with drugs to treat brain tumors and anti-inflammatory steroids to treat brain inflammation.

Pharmatec says that by using its "Carrier" delivery of anti-cancer agents like

DRUGS & FINE CHEMICALS

chlorambucil and nitrosoureas to the brain will be made easier. Primary and metastatic brain cancer cannot always be treated by drugs alone. Spokesmen for Pharmatec and Nova say the product is still being researched, and one notes the companies are hoping to begin clinical trials in 1987, and to be marketing "Carrier" by the early 1990's.

Under the agreement, Nova pays Pharmatec to synthesize two Carrier/drug combinations to treat brain inflammation and at least two "Carrier"/steroid combinations to treat brain inflammations. Pharmatec will also conduct animal studies to study brain delivery. Nova is funding development costs and clinical trials. According to a spokesman, Pharmatec will be able to manufacture the products for Nova under certain conditions of the agreement.

GLUCOAMYLASE — Enzyme Technology Corporation is raising its glucoamylase spot prices by about 15 percent, effective immediately. ETC is a wholly-owned subsidiary of Great Lakes Chemical Corporation.

The spot bulk price for "Zymeter" GA-201 is now \$3 per liter for fuel ethanol grade and \$3.50 per liter for food grade. Truckload quantities packaged in drums are 10c. per liter higher. Terms are net 30 days, f.o.b., Terre Haute, Ind. Contractual prices will remain the same for the rest of 1986.

D-CALCIUM PANTOTHENATE — BASF Corporation is raising the price of its USP-grade d-calcium pantothenate to \$12.50 per kilogram, effective September 2. This is a one-dollar per kilogram increase over its previous price.

BASF raised its d-calcium pantothenate price as recently as late May. That was also a one-dollar-per-kilogram increase (CMR, 5/26/86, pg. 18).

BASF is said to be initiating this price increase and no other d-calcium pantothenate spokesman

has announced similar increases yet.

The spokesman says that the increase is a

further attempt to raise prices to normal levels, after a depressed period. Also, he says

that supplies are currently very tight be-

cause the feed side has seen an increase in demand. He continues that demand on the USP side has been stable.

Other B-vitamins are still firming, says the spokesman, although the list price has not been changed for any of them recently. As for d-calcium pantothenate, he anticipates further increase, but adds the price should not change during the remainder of 1986.

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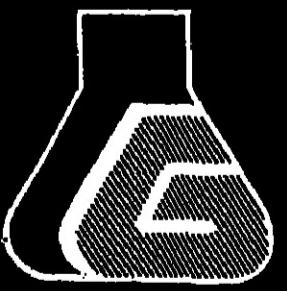
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Environmental Solutions Available

Continued from Page 5
nei should be taught to look for these errors, something not practiced now because "it's not part of their job to notice, or they are too familiar with the facility and fail to see problems which others...will see."

Development of special safety training programs for plant personnel, formalized emergency plans and inspection procedures, proper labeling of stored hazardous wastes, and the use of spill pans in loading and unloading areas were among the solutions he proposed.

Mr. Brandwein made his presentation based on a paper he wrote with Gordon T. Brooker, also of Environmental Risk Limited.

Another researcher reported that Biological treatment, using bacteria, could prove to be the most effective way of removing polychlorinated biphenyls from New England's Housatonic River. But, according to Bryce L. MacDonald, manager of environmental issues for General Electric in Fairfield, Connecticut, until this technology is perfected, restricting the down-river flow of PCB's should be the focus of clean-up efforts.

Mr. MacDonald cited transport of PCB's as a crucial issue because of the river's flow pattern. From its source in Massachusetts, where the greatest number of PCB's are concentrated, the Housatonic runs through Connecticut and into the Long Island Sound. While sections of the river in Massachusetts are not used extensively for recreation, the presence of PCB's in the Connecticut stretch threatens "one of the best trout rivers in New England," Mr. MacDonald said. He added that Connecticut's goal of using the Housatonic "as a fully developed recreation resource" is also in jeopardy.

Physical removal of the PCB's poses a problem, according to Mr. MacDonald, because available technologies, such as sediment removal or rechanneling, are expensive or would have a substantial impact on the environment.

On the other hand, he proposed, biological treatment may be the key to long-range PCB clean-up efforts since bacteria can work effectively underwater with little or no negative impact on the surrounding area. He cited studies conducted in the Hudson River and in Illinois' Waukegan Harbor where bacteria were found to detoxify PCB's.

Mr. McDonald informed attendees that General Electric's laboratory has "isolated and characterized two dozen bacterial strains capable of biodegrading PCB's." However, he believes "large scale application is some years away."

In the meantime, Mr. MacDonald suggested that restricting the flow of PCB's down-river, using dams as sediment traps, could help minimize the problem. He described an experiment underway near Woods Pond, Mass., that is closing off the by-pass on a dam in an effort to keep the compound from flowing further down-stream.

Since the greatest concentration of PCB's is just north of this region, the sediment trap could reduce overall transport of PCB's into Connecticut and Long Island Sound.

In another presentation to the meeting, a researcher said that advances in biotechnology may revitalize the paper industry. Declining profits due to rising costs for wood, chemicals, energy, labor and pollution-control equipment have characterized the US pulp and paper industry in recent years.

E. Michael Egan, an executive with Repli-

gen, Inc. in Cambridge, Mass., said that researchers have isolated a group of enzymes which can improve the economics, efficiency and environmental effects of pulping processes.

Traditional pulping relies on chemical and mechanical processes that "have various handicaps which include high energy consumption, damage to fibers, low yields, corrosion and environmental nuisance," Mr. Egan said. He reported that the new group of enzymes compare favorably on all these scores.

The enzymes have been isolated from the white rot fungus, which occurs naturally in forests. Now produced on a laboratory-scale using genetically-engineered bacteria, Egan believes industrial-scale production will be come possible with further research.

"If available in sufficient quantity, these enzymes could be used to carry out many of the reactions in pulp processing operations," Mr. Egan remarked. He added that "ultimately, it may be possible to produce high quality, color-stable pulp in high yield using processes predominantly based on enzyme technology."

EPA Guidelines

Continued from Page 3

priority will be given to continuing to develop and validate alternative methods to the presently used and somewhat simplistic linearized, multistage model," he went on.

"We also hope the important National Academy of Sciences workshop on pharmacokinetics, scheduled in October, will expand the use of pharmacokinetic data assessing risks and that the output of that 'state-of-the-science' review will quickly be incorporated in these guidelines. We are pleased that AHC has been able to join with EPA and the National Institute of Environmental Health Sciences in cosponsoring this important scientific meeting."

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PERFUMES & FLAVORINGS

Natural Menthol Imports Rise Due to Tariffs and Contracts

Natural menthol imports surged from 68,357 pounds in May to 422,909 pounds in June. The June amount is nearly half of the January through June, 1985, imports, which totalled 852,793 pounds.

Prices, however, have remained stable at \$6 per pound.

The buying spree was a carryover from the 1985 import climate, when, according to one importer, "China was unable to meet its commitments in terms of shipping dates, causing a shortage of material." The consumer reaction was to secure longer-term contracts in the event of a future shortage and to buy a larger percentage of Brazilian menthol. As a result, from April 1, 1985 to March 31, 1986 Brazilian imports accounted for 53 percent of the American market, making it ineligible for preferred status, says this same importer. Thus the import increase was due to buyers beating the July 1 reinstatement of Brazil's US tariff.

The long-term contracts provide incentive to the brokers, says an importer, because "they can then fulfill their remaining obligations at a lower price." The market itself remains unaffected: "The market is quite stable, not fluctuating more than 5 percent either way for the last year."

One trade source suggests that heavy rains in China would reduce the harvest by knocking the leaves from the stems, but an importer familiar with domestic and foreign mint crops rejects this. "As long as the crop is planted it will be distilled. Rains do not affect the harvest more than a few percentage points every year."

DIFFERENCE OF OPINION
The difference between the Chinese and Brazilian menthol is entirely one of opinion. The Brazilian enjoys a traditional clientele. "The majority of my customers prefer the Brazilian because they've been buying it since the fifties," says an importer. But a broker says there's a qualitative difference: "The Brazilian is not nearly as nice as the Chinese menthol; the Chinese is composed of long, beautiful crystals."

According to one source, synthetic menthol competition has tightened considerably: "The manufacturers have fixed production costs and since prices have dropped by nearly a third from \$20 per kilo to \$14 per kilo in the last year, it's more difficult to make a profit." He contends the natural menthol producing countries have an advantage. "When dealing with natural costs, labor is the issue. Brazil and China's natural costs are lower."

US import tariffs play a big role in the synthetic industry. The tariff on Japanese material is 3 percent while the Japanese tariff on imports is 37 percent, according to one trade source. Mexico obtained the preferred status, and now controls over half of the US menthol market, yet "their status remains, they still don't pay any duties," claims a manufacturer. "The Mexicans can now buy material abroad, re-export it to the US, and still beat the going price."

US consumption of menthol is broken down by tobacco products, 45 percent, toothpaste and other over the counter products, 40 percent, and other products, 15 percent. "Menthol is a very mature market," says an analysis of the number of cigarette smokers is decreasing."

SEEDS & SPICES

LAUREL LEAVES — Laurel leaf prices have shot up over 135 percent in the last two weeks from 80¢ per pound for Turkish semi-select to \$1.80. The same assumption behind the oregano price jumps, radioactive contamination of the 1986 crop, is responsible for the Laurel leaf situation.

"Rumour has it that the 1986 harvest is going bad," says one importer. The outlook is worsened, he says, by a poor 1985 crop. "Last

year's crop was so small they're asking astronomical prices for what's left."

A lack of hard evidence is proving frustrating to the industry. "No testing has been done to determine the quality of the crop," says a



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Chemical Finance

Mesa Partnership Offering Preference A Units

Mesa Limited Partnership has filed a registration statement covering an offering of up to 23 million Preference A units. The partnership also announced that it intends to continue to distribute 50 cents per quarter per common unit through at least the first quarter of 1987.

Amoco Calling Its 1989 Floating Rate Notes

Amoco Corporation, Chicago, will exercise its right to call all of the \$76,142,000 of outstanding floating rate notes due 1989 and listed on the New York Stock Exchange. Citibank NA in New York and First National bank of Chicago will act as co-paying agents. Amoco also will redeem \$20,799,000 of debentures listed on the Luxembourg Stock Exchange.

Borden Completes Acquisition of Doxsee

Borden Incorporated has completed the previously announced acquisition of Doxsee Food Corporation for \$32.5 billion, or \$10.75 per share.

Albright & Wilson's Profits Off in 1st Half

Albright & Wilson Ltd., of the UK had a 2 percent decline in sales in the first half to \$491.4 million from \$499.4 million a year ago, and profits before interest and taxation were off 3 percent to \$36.2 million from \$37.4 million. Capital expenditures were \$11.3 million, versus \$33.2 million a year earlier.

Cetus Corporation to Set Up Subsidiary in Europe

Cetus Corporation, Emeryville, Calif., will form a wholly owned subsidiary in Europe to develop, manufacture and directly market the company's therapeutic products on that continent. Initial focus of EuroCetus will be on interleukin-2, tumor necrosis factor, colony stimulating factor-1, human monoclonal antibodies and immunotoxins for breast and ovarian cancer.

Falconbridge Completes Sale of CFC Stake

Falconbridge Ltd., Toronto, Canada, has completed the sale of its 6,673,296 shares of Corporation Falconbridge Copper to Kerr Addison Mines Ltd. for \$18 per share. The shares represent 50 percent of CFC's outstanding stock.

Freeport-McMoRan Gold Opens New Plant

Freeport-McMoRan Gold Company, New Orleans, La., has begun gold production from its new heap-leach facilities at its Jerritt Canyon mine, fifty miles North of Elko, Nev. This new process provides a low-cost method of recovering gold from Jerritt's lower-grade ores.

UCC Selling Electrical Carbon Business

Union Carbide Corporation intends to sell its electrical carbon business as a further step in its program to enhance shareholders' values. UCC will conduct business reviews with selected potential buyers in the next few weeks. Proceeds will be used to reduce corporate debt. The business has operations in Ohio, South Carolina, Canada, Mexico and England.

American Petrofina Plans Offering of Equity

American Petrofina Inc., Dallas, Tex., has filed a statement with Securities & Exchange Commission for the offering of 1,205,000 shares of class A common stock to its stockholders on a ratio of one new share for each ten now held, at a price of \$45 per share. The company's parent, Petrofina Delaware, Inc. — a wholly owned subsidiary of Petrofina SA of Brussels, Belgium — will subscribe to the shares to which it is entitled.

Bayer's Income Rises on Steep Sales Drop

Bayer Group, of West Germany, experienced a sharp sales decline of 12.2 percent in the first half to 21.595 billion West German marks (about \$10.7 billion) from 24.593 marks (\$1.25 billion) a year earlier, largely reflecting the decline in the value of the dollar versus the mark, along with some price weakness. Profits before taxes, however, rose slightly by 0.9 percent to 1.74 billion marks (about \$868 million) from 1.726 million marks (\$862 million).

Economics Lab Buys Chisso Stake in Japan

Economics Laboratory, St. Paul, Minn., a provider of institutional cleaning services and products, has purchased Chisso Corporation's 50 percent share in their joint Japanese venture, El Japan, thereby raising its interest to 100 percent.

Enzon Planning to Raise New Capital

Enzon Incorporated, South Plainfield, N.J., developer of the process to modify enzymes with polyethylene glycol (PEG), is drawing up plans to increase its capital base. The program is expected to include the issue of 1 million new common shares for public trading, placement of a large block of untraded stock and sale of a significant investment to another pharmaceutical company. Enzon now has 8.3 million shares outstanding with a market value of about \$70 million.

ICI, BOC, Wardle Stores Shares Recommended

Greenwell Montagu Research in the UK has reaffirmed share purchase recommendations for Imperial Chemical Industries PLC, BOC Group PLC and Wardle Stores PLC. The company's advice on Hickson International PLC and Yorkshire Chemicals PLC is to hold the shares. Recently the firm's analysts — Stuart Wainley, David Ingles and Judy Shaw — raised their recommendation on Brent Chemicals PLC from hold to buy. The recommendation on Akzo NV of the Netherlands is to hold the shares.

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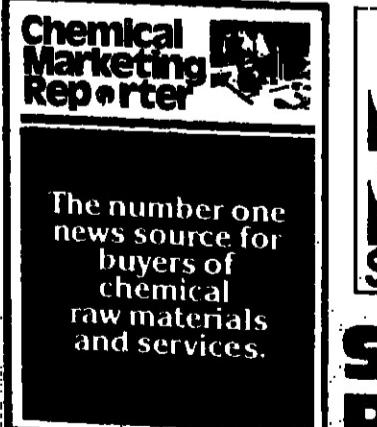
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COATINGS & PLASTICS

Du Pont and SCM Raise Tabs for TiO₂ Next Quarter

Responding to higher production and raw material costs, and the rising expense of complying with RCRA environmental regulations, both E.I. du Pont de Nemours Inc. and the Pigments Division of SCM Corporation plan to increase list prices for anatase and rutile grades of titanium dioxide (TiO₂) effective October 1.

An earlier July price led by NL Industries, which imports TiO₂ from Canada and West Germany, was not followed by US producers; the last successful domestic price increase occurred in October 1985.

SCM Corporation will move its rutile grades up by 3 cents per pound and its anatase grades by 4 cents per pound; the firm will be eliminating discounts, making the actual increase several cents per pound higher for most customers. According to a spokesman for the company, the industry needs to raise selling prices to ensure adequate supplies in this cost-intensive market, where even temporary problems with one or two isolated plants can have devastating effects on supply.

NEW SELLING PRICES

Maximum quantities (i.e., 20 tons and up) of its "Zopaque" RG, RCM and IHS anatase pigments will sell for 78c. per pound and "Zopaque" RCL and RCS rutile grades will sell from 81 cents to 83 cents per pound.

Du Pont plans to increase prices by 2 cents per pound for rutile and 3 cents per pound for anatase. The average selling price for their rutile grades will be 77 cents per pound, and for anatase, 80 cents per pound.

Kerr-McGee Corporation, which manufactures a synthetic-based TiO₂ using ilmenite, has not announced an increase, although company spokesmen concede that production costs have increased substantially within the past year.

Despite lower energy costs, producers report that costs of several key raw materials have increased substantially this year; costs of natural rutile, imported from a variety of sources including Canada, Africa and Australia, are said to have increased 12 to 30 percent over last year, reflecting cost of environmental compliance for ore miners.

Chlorine prices are up as well, producers relate. As the trend away from sulfate process to the environmentally sound chloride process already complete in this country (only two domestic facilities out of nine currently use the sulfate process) becomes more pronounced worldwide, any change in chlorine prices is passed on to TiO₂ producers.

In addition, insurance and tax costs are reported to be up an additional 10 to 12 percent over last year.

The market is mature, but demand is strong, and expected to rise by 2 to 3 percent this year; different sources provide different projections — one producer expects it to move from 1985's 920,000 tons to between 930,000 and 940,000 tons this year; another reports that the demand last year was closer to 935,000 tons, and expects it to move up to around 965,000 tons.

Exports are expected to remain stable at last year's levels, as are imports.

Earlier in the year, analysts predicted a drop in import levels as the US dollar began to weaken. While sources indicate that several smaller producers in the Far East and Europe have dropped out of the market, they indicate that the large importers, particularly NL and Tioxide Inc., are set on maintaining a strong market presence here, and are prepared to face shifting economic conditions.

As one source explains, imports are needed to keep an already delicate supply and demand situation in balance; any decrease in imports could worsen an already "squeaking" supply situation.

All major domestic producers are plan-

ning extensive capacity expansions. SCM expanded its Stollingsborough UK plant last year and is considering converting its Australian plant to chloride process — it has been involved in extensive debottlenecking projects, and is considering future expansions, to be phased in slowly.

Kerr-McGee completed expansions at its

PRICES TRENDLINES

WEEK ENDING AUG. 29, 1986

CHANGES/UP

None

CHANGES/DOWN

None

COATINGS INDEX

The Coatings & Plastics Index reflects the prices of 13 representative materials in this sector and the quantity of each produced in 1985.

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Aug. 22, 1986	306.4
July 31, 1986	306.4
Sept. 2, 1986	306.4

Chemical Prices Start on Page 34

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Continued on Page 20

CHEMICAL PRICES

WEEK ENDING AUGUST 29, 1986

Chlorinated paraffin. Zone 2 prices are 1c. per lb. higher and Zone 3 prices are 2c. per lb. Higher and I.L. drum prices are 5c. per lb. higher.

Chlorinated rubber, 5, 10, 20 cps., bgs., I.L. divd. 1.66 -

10 cps., bgs., I.L. divd. 1.92 -

12 cps., bgs., I.L. divd. 2.00 -

300 cps., bgs., I.L. divd. 2.75 -

Chlorine, tanks, single unit works, I.L. frt. equal. ton 195.00 200.00

Chloroacetic acid, mono, high purity, flake, 99% bulk f.c. b. works. .58 -

2-Chloro-4-aminotoluene, tech., I.L. dms., c.i., f.o.b. works. 1.98 -

c-Chloroacrylic, liquid, dms., c.i., f.o.b. works. 1.83 -

tanks, same basis. 1.55 -

p-Chloroacetic, solid, c.i., f.o.b. b. 1.70 -

flakes, dms., c.i., same basis. 2.00 -

c-Chlorobenzaldehyde, dms., I.L. works. 2.45 -

p-Chlorobenzaldehyde, dms., 2,000

lb. or more, works. 3.84 3.85

c-Chlorobenzene, 100% pure, dms., I.L. works. 3.90 -

p-Chlorobenzoic acid, dms., 500-lb. tote or more, works. 6.00 -

Chloroforn, tanks, dist. divd. 1.88 2.25

consumers, tanks, divd. 341/2 -

NP tanks, min. consumer, 4,000

gas, divd. 351/2 -

2-Chloro-4-mercaptopropane, paste, com-

modity basis, dms., I.L. 3.08 -

powd., same basis. 3.15 -

4-Chloro-2-furancarboxylic, paste, 17.25

mol. wt., commodity basis, dms., I.L. 2.25 -

powd., same basis. 2.70 -

c-Chlorophenol, dms., c.i., f.r.t. 2.00 -

2.4-D, tech., 50-lb. bags, I.L. 2.00 -

2.4-D,

CHEMICAL PRICES

WEEK ENDING AUGUST 29, 1986

Perclooroethylene, dry cleaning grade, distr., tanks, chd.	.28½	-
Indust., grade, consumers, tanks, chd.	.31	-
Pericid, dms.	2.55	-
Permanent red 2B, (red 48), calcium salts, dms., f.t. alid.	5.26	-
barium salts, same basis.	5.26	-
Peru balsm, f.o.b.	3.26	-
Petitgrain oil, Paraguay.	6.75	6.25
Petroleum, USP, snow white, dms., c.l., refy.	.375	-
tanks, refy.	.310	-
USP, soft white, dms., c.l., refy.	.375	-
tanks, refy.	.310	-
USP, fly white, dms., c.l., refy.	.370	-
Petroatum, USP, Llywhite, tanks, refy.	.305	-
USP, cream, dms., c.l., refy.	.365	-
tanks, refy.	.30	-
USP, soft yellow, dms., c.l., refy.	.360	-
tanks, refy.	.285	-
USP, amber, dms., c.l., refy.	.345	-
tanks, refy.	.280	-
Petroleum pitch (see Asphalt, petroleum).		
Petroleum sulfonate, 60-62%, sulfonic cont., HMW, bulk, works.	.48%	.49
MMW, same basis	.49	-
LMW, same basis	.49	.49½
Pricing for 51% sulfonic content 2c per lb. lower on corresponding molecular wts.		
Phenacetin USP, powd., 200-lb. dms., 1,000-lb. lots, chd.	2.20	-
1,000-lb. dms., 1,000-lb. lots, chd.	2.22	2.45
p-Phenylenediamine, dms., c.l., f.o.b.	2.00	-
Phenobarbitol, USP, dms., 500-kilo lots, f.o.b. works	19.50	-
Phenobarbitol-sodium, NF, 500-kilo lots, f.o.b. works	27.00	-
Phenol, syn. tanks, f.t. equiv.	.25	.28
p-Phenoxyisulfonic acid, 65% sol'n., dms., c.l., f.o.b. works	.84	-
tanks, same basis	.58	-
Phenoxythiazine, Indust. grade, 50-lb. bags, c.l., f.o.b. works	2.33	-
purif. grade, same basis	2.69	-
Phenyl acetate, dms., 100-lb. lots, works	1.04	-
Phenylacetic acid, pure cryst., 25-lb. cans.	4.50	-
di-Phenyliamine, dms., 25-kilo lots.	84.00	-
1-Phenyl-3-carboxy pyrazolone-5, dms., 200-lb. lots, chd. E.	3.45	-
m-Phenylenediamine, cast, dms., c.l., f.t., f.o.b. works	2.07	-
o-Phenylenediamine, flaked, dms., t.i., f.o.b. works	3.25	-
o-Phenylenediamine, flaked, dms., f.o.b. works	4.00	-
phenylephrine hydrochloride, USP 100-kilo lots or more	175.00	185.00
phenylethylacetate, dms.	3.35	-
Phenylethylalcohol, NF, dms.	2.65	3.40
Phenylethylamine, dms., 30,000 lbs. or more, f.t. alid.	1.50	-
phenylethylenyl acetate, 25-lb. cans.	5.60	6.80
phenylhyconic acid (see Mandelic acid).	3.60	-
phenylhydrazine, 99% min., dms.	1.80	-
Phenyl-3-methyl-5-pyrazolone, dms., 250-lb. lots, chd. E.	1.35	2.00
Phenylphenol, dms., t.i., works	1.85	-
Phenylphenol, bgs., t.i., 40,000 lbs. or more, works	24.00	28.00
phenylpropanolamine hydrochloride, 100-kilo dms.	1.95	2.05
phenylsuccinate, purif. cryst., dms., E.	2.75	-
tech. cryst., E.	2.25	-
flake, E.	2.35	-
Phloxine toner (red 90), dms., f.t. alid.	.55	.67
Phogena, 1-ton rel. cyls., 5 to 9-cyl. quantities, works	23.15	-
phosphate rock, Fla., land pebble, run of mine washed, 85-88% b.p.l. bulk c.i. miners	28.00	-
vessel, Tampa, same basis	29.00	-
phosphoric acid, com'l. and tech. grades, 75% tanks, works	31.00	-
80% tanks, works	33.50	-
85% N.F. tanks, f.o.b. freight equal.		
Food grade prices \$2.00 above tech. grade.		
phosphoric acid, agricultural grade, 52-54% a.p.a., tanks, works	3.10	-
super. min. 70% a.p.a., same basis	3.45	-
phosphorus, white (yellow) solid dms., c.l. works, f.t. equiv.	1.00	-
tanks, works, f.o.b. works	.91	-
phosphorus oxychloride, tanks, f.t. equiv.	.40	-
phosphorus pentasulfide, powd., dms., c.l. works	50.00	-
total bins, sellers	45.00	-
phosphorus pentoxide, dms., t.i., works	.82	-
phosphorus sesquisulfide, dms., c.v., c.l. works	.38	-
phosphorus trichloride, dms., c.l., works	.40	-
tanks, works	.35	-
phthalic anhydride, flake, c.l., t.i., dms., f.t. equiv.	.30	.335
molten, tanks, same basis	.27	.305
Prices 1-1½c. per lb. higher on the West Coast		
thiocyanating blue toner, red shade, bbs., f.t. alid. E. of Rockies	6.10	6.50
green shade, same basis	6.40	6.80

			Potassium tetraborate, gran., bgs., c.i. works. lb. lb. lb. lb.	1.10
Potassium bitartrate, NF, gran., powd., bgs.	.90	1.20	Potassium tetraborate powder 16c. per ton higher	1.15
Potassium borohydride, powd. dms., 100-1,000 lbs., works ... lb.	18.00	20.00	225-lb dms., 5-dm. lots. lb.	4.01
Potassium bromate, gran., powd., 200-lb. dms., c.i. f.o.b. works.	1.05	-	tech., cryst. dms., t.l. lb.	4.82
Potassium bromide, NF, gran., dms., c.i. f.o.b. works.	1.12	-	Potassium thiocyanate, USP, cryst.	7.1%
Potassium carbonate, liq., 47% K ₂ CO ₃ , tanks, t.w. works ... 100 lbs. dms., c.i., t.l. works ... 100 lbs. calcined, 99-100% K ₂ CO ₃ , hopper cars or trucks, works ... 100 lbs. bgs., c.i., t.l. works ... 100 lbs.	15.40	-	225-lb dms., 5-dm. lots. lb.	4.01
Potassium carbonate, hydrated, 83-88% K ₂ CO ₃ , dms., c.i., t.l. works ... 100 lbs. bgs., c.i., t.l. works ... 100 lbs.	32.50	-	Potassium titanate, ctns., c.i., works.	7.1%
Potassium carbonate, gran., purif., 400-lb. dms., 5-dm. lots. lb.	36.40	-	Potassium-titanium fluorido, tech. dms., t.l. works, fri. equilid.	1.24
Potassium chlorate, cryst. dms., c.i. works ... lb.	.40	.46	Prednisone USP, dms., 5 kilos or more gram.	.78
Potassium chlorate, dms., c.i. works ... lb.	.14½	-	Prednisolone acetate, USP, dms., 5 kilos or more gram.	1.03
Potassium chlorate, dms., c.i. works ... lb.	.30	-	Prednisolone, anhyd. USP, dms., 5 kilos or more gram.	1.12
Potassium chloride, chemical grade, 99.95% KCl, bulk, c.i., f.o.b. works.	.40	-	Procaine hydrochloride, USP, antibiotic grade, dms., 2,000-lb. lots, fri. alid.	1.12
USP cryst. dms. lb.	105.00	-	Procaine hydrochloride, USP, amorph. grade, dms., 1,000-lb. lots, fri. alid.	4.95
USP gran. dms. lb.	1.12	-	Propionylaldehyde, tanks, f.o.b. lb.	4.95
USP powd. dms. lb.	.67	-	Propionic acid, syn. pure, tanks, divd. E. lb.	3.5%
Potassium chloride, agricultural (see Potassium muriate).			n-Propylacetate, tanks, divd. lb.	33
Potassium chromate, purif., cryst. dms., works. lb.	.57	-	n-Propylacetate, tanks, divd. lb.	34%
Potassium citrate, NF, gran., 200-lb. dms., fri. alid. lb.	.93½	-	n-Propyl alcohol, tanks, divd. lb.	53%
Potassium cyanide, dms., 20,000-lb. lots or more, f.o.b. works. lb.	1.32	-	n-Propyl gallate dms., 100 to 2,000-lb. lots, divd. lb.	42
Potassium dichromate (see Potassium bichromate).			n-Propyl gallate dms., 100 to 2,000-lb. lots, divd. lb.	44
Potassium fluoroborate, tech., dms., c.i., t.l. works, fri. equilid. lb.	1.40	1.42	n-Propylacetate, USP, 500 kilos kilo.	11.50
Potassium fluoride, anhyd., dms., t.l. lb.	1.68	-	Propyl paraben (see n-Propyl-p-hydroxybenzoate)	10.80
Potassium gluconate, dms., t.l., f.o.b. works. lb.	1.45	-	Propyl thioacetyl, dms., 50-kilo lots or more kilo.	4.95
Price W. of Denver 4c per lb. higher.			n-Propylamine, dms., c.i., divd. lb.	55.00
Potassium guaiacolsulfonate, 300-lb. dms., 600 lbs. or more fri. equilid. lb.	2.10	-	Propylene, polymer grade, f.o.b. Tex. and La. Gulf Coast points. lb.	.75
Potassium hydroxide, tech. (see Potash, caustic).			chemical grade same basis lb.	.174
Potassium hydroxide, USP, pellets, 100-lb. dms., c.i., t.l. works, fri. equilid. lb.	1.29	1.31	Propylene glycol, Indust. tanks, f.o.b. lb.	.154
Potassium iodide, USP, gran., cryst. dms., 1,000-lb. lots divd. lb.	10.72	12.39	USP, tanks, f.o.b. E. lb.	.40
ACS grade truckload. lb.	11.32	13.55	Propylene glycol monomethyl ether, tanks, divd. E. lb.	.43
Potassium magnesium sulfate, std., bgs., works. ton basis 40% K ₂ SO ₄ and 55% MgSO ₄ , bulk, works. ton	59.00	-	Propylene oxide, tanks, f.o.b. works, fri. equilid. lb.	.49
Potassium metabisulfite, gran., dms., t.l. lb.	67.00	-	Psyllium seed, USP powd. bgs. lb.	1.50
Potassium muriate, 60-62.4% min. K ₂ O, std., bulk, c.i., fri. equilid., f.o.b. Sask., Canada. ton soluble, fine std., f.o.b. Sask. ton	.44	-	Pumice, dom. fine, 4F-O, bgs., ton lots. ton	270.00
Potassium muriate, 60-62.4% min. K ₂ O, std., bulk, c.i., fri. equilid., f.o.b. Sask. ton	44.00	45.00	medium, 0½-1½, bgs., ton lots. ton	300.00
Potassium permanganate, free flowing, bulk, hopper trucks, works. lb.	1.09	-	coarse, 2-extr coarse, bgs., ton lots. ton	300.00
50-lb. dms., same basis. lb.	1.20	-	Pumice, imp. Italian, fines, bgs., ton lots. ton	280.00
150-lb. dms., same basis. lb.	1.17	-	medium, bgs., ton lots. ton	350.00
Potassium permanganate, USP, 50-lb. kgs., works, c.i., t.l. lb.	1.38	-	coarse, bgs., ton lots. ton	300.00
Potassium persulfate, 225-lb. dms., 24,000-lbs. or more, f.o.b. plant. cwt.	78.80	-	Pyrazolone rod (rod 38), dms., works. lb.	5.25
Potassium pyrophosphate tetrabasic, bgs., c.i., t.l. works, E., fri. equilid. 100 lbs. bulk, same basis. 100 lbs.	72.60	-	Pyrethrum flowers, fine grd. 0.8% pyrethrins, ton lots, fri. alid. lb.	1.91
Potassium salicylate, USP, gran., 200-lb. dms., 2,000 lbs. or more, works, fri. alid. lb.	43.75	47.25	Pyrethrum, purif., 20% pyrethrins, dms., works. lb.	37.60
USP, powd., 300-lb. dms., 2,000 lbs. or more, same basis. lb.	46.00	49.50	Pyridine, reld., 2-deg. c.i. works dms., tanks. kilo	5.90
Potassium silicate, coln., 29.8-30.2 Be., 2.5 ratio, t.c., t.l. works. 100 lbs. dms., c.i., t.l. works. 100 lbs.	18.90	-	Pyridoxine hydrochloride, USP, 100 kilos or more, divd. kilo.	5.70
Aspirin elixir, 40-40.5 Be., 2.1 ratio, t.c., t.l. works. 100 lbs. 40-40.5 Be., 2.1 ratio, dms., c.i., t.l. works. 100 lbs.	25.90	-	Pyrites, Canadian 48-50% S. mines. long ton	29.00
Potassium silicate, 225-lb. dms., 24,000-lbs. or more, f.o.b. plant. cwt.	25.05	-	Pyrogallol acid (see Pyrogallol)	4.50
Potassium silicate, electronic grade, 3D-30.4 Be., 2.1-2.2 ratio, t.o. t.t. works. 100 lbs. dms., c.i., t.l. works. 100 lbs.	32.05	-	Pyrogallol, 100-lb. dms., 1,000-lb. lots, divd. lb.	13.70
Potassium silicate, 225-lb. dms., 24,000-lbs. or more, f.o.b. plant. cwt.	26.10	-	R	15.25
Potassium silicate, 225-lb. dms., 24,000-lbs. or more, f.o.b. plant. cwt.	33.10	-	R salt tech., 304 molecular wt. lb.	2.12
Potassium silicate, 225-lb. dms., 24,000-lbs. or more, f.o.b. plant. cwt.	53.30	-	Racemethionine, USP, 50-250 kilos. kilo	6.80
Potassium silicate, 225-lb. dms., 24,000-lbs. or more, f.o.b. plant. cwt.	45.65	-	250-500 kilos. kilo	6.80
Potassium silicate, 225-lb. dms., 24,000-lbs. or more, f.o.b. plant. cwt.	1.11½	-15	500 or more kilos. kilo	6.50
Potassium sodium tartrate, NF, gran., or powd., dms.	.80	1.20	feed grade, 99% min. c.i., t.l. lb.	1.07
Potassium sorbate, t.i. dms., divd. lb.	2.20	3.10	Repeseed oil, cms. lb.	.58%
Potassium stearate, dms., fri. std. lb.	N.A.	-	Rauwolfia serpentina root, powd. bgs. dms.	22.00
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Red carmine, No. 40 (see Carmine No. 40)	
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Red precipitate (see Mercurio oxide, red.)	
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Reserpine, USP, cryst., bots., gram.	40
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Resorcinol, tech., bgs., t.l. works. divd. kilo	3.96
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Resorcinol, USP, cryst., dms., 60 kilos or more, works. kilo	9.35
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Resorcinol monobenzoate, dms., 1,000 lbs. or more. lb.	9.90
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Rhodamine red toner, molybdate, PMA, dms., works. lb.	1.98
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			tungstate, PTMA, dms., f.o.b. works. lb.	9.28
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Rhodinol, 25-lb. cans. lb.	11.50
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			syn. dms. lb.	105.10
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Rhubarb root, India, whole, bgs. lb.	16.28
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			powd. bgs. lb.	.45
Potassium sulfate, agricultural grade, min. 50% K ₂ O std. bulk, p.f. f.o.b. plant. cwt.			Riboflavin, feed grade, 25 kilos. lb.	34.80

CHEMICAL PRICES

WEEK ENDING AUGUST 29, 1986

oil, refined dms, t.i. lb.	1.25	-	Sodium bicarbonate, USP, powd, reg. grade, bgs, c.i., t.i., works, frt. equald. 100 lbs. 17.05	Sodium orthosilicate, tech., anhyd., bgs, c.i., works 100 lbs. 34.50
oil (see Castor oil acids, split).			coarse, same basis. 100 lbs. 18.05	Sodium orthosilicate, tech., hydrated, flaks, dms, c.i., works. 100 lbs. 27.45
pitch (see Coal tar pitch, roofing.)			fine, same basis. 100 lbs. 17.20	bgs, c.i., works. 100 lbs. 28.25
t, net, N.F., Bulgarian, otto, bota. kilo. 3850.00	3990.00		gran, same basis. 100 lbs. 17.85	Sodium oxalate, 99%, bgs, Li, works. b. & g.45
ish, otto, bots. kilo. 2250.00	3000.00		gran, fine, same basis. 100 lbs. 17.80	Sodium pentachlorophenol, beads c.i., 30,000-lb min. lb. .67
oil, NF, Spanish, dms. kilo. 9.00	14.50		works, frt. equald. lb. .57	bgs. lb. .68
unian, dms. kilo. 8.75	15.00		Sodium bifluoride, 400-lb. dms, c.i., frt. equald. lb. .78	Sodium perborite (see Pentaborite-sodium).
resin, 30-45%, 100-lb. dms. works. unit4b. 21	23		100-lb. bgs, c.i., same basis. lb. .78	Sodium borate, tetrahydrate, tech., bgs, c.i., t.i., works. lb. .32½
in NF, gran., soluble, dms. 1,000-lb. lots, frt. alld. lb. 2.50	2.75		Sodium bisulfite, bulk, c.i., works. ton 175.00	2.36½
in NF, powd, soluble, dms, less than 20,000-lb. lots, frt. alld. lb. 3.75	-		100-lb. bgs, c.i., same basis. lb. 13.00	Sodium bisulfite, arhyd, bgs, c.i., t.i., works, East. 100 lbs. .63%
oil, non-break, tanks, N.Y. lb. .47	.50		works, West. 100 lbs. 28.50	Sodium phenobarbital (see Phenobarbital-Sodium).
dms, N.Y., clvd. lb. .93	.97		100-lb. bgs, c.i., same basis. lb. 32.00	Sodium phenosulfonate, powd, dms, lb. .76
ves, Dalmatian, No. 1, bgs. lb. 1.80	-		Sodium bisulfite, soln, 38% bulk, 100% basis, works, East. 100 lbs. .62	Sodium phosphate, anhyd, dibasic tech, bgs, c.i., t.i., works, frt. equald. 100 lbs. .54
an, bgs. lb. 1.40	-		soin, 100%, bulk, works, West. 100 lbs. 20.00	Sodium phosphate, monobasic, tech., same basis. 100 lbs. 57.50
Clary, French, bors. kilo. .80	-		photographic grade, 43% soin., works. 100 lbs. 21.90	food grade, same basis, 100 lbs. 65.75
ian, chs. lb. 9.50	10.00		Sodium borate NF, gran., bgs, c.i., works. lb. .51	tribasic, tech., same basis. 100 lbs. 59.75
sh, chs. lb. 12.50	-		powd, same basis. lb. .52	food grade, same basis, 100 lbs. 52.25
dehyd, tanks, f.o.b. lb. 3.60	-		1000-5000 lbs. works. lb. 19.88	chlorinated, same basis. 100 lbs. 62.75
nde, NF, gran, powd, dms, 2,000-lb. lots, one ship. lb. 1.07	1.10		Sodium borohydride, stabilized water soln, 12% NaBH4, 100% basis, 3000 gal tankwagon, works. b. & g., f.o.b. works. lb. 17.45	cryst., tech., same basis. 100 lbs. 31.50
acid, tech, dms, c.i., t.i., works. lb. 1.23	1.41		Sodium borohydride, tech., bgs, c.i., t.i., works. lb. 1.04	cryst., food grade, same basis. 100 lbs. 30.50
cryst, dms, 1,000 lbs, or more. lb. 1.33	1.63		USP, dried, powd, bgs, dms, works. ton 284.00	35.50
powd, dms, 1,000 lbs, or more. lb. 1.68	-		Sodium carbonate, cryst. monohydrate (see Soda, ash)	
(see Phenyliacetylure).			Sodium carbonate, monohydrate (see Soda, ash)	
porated, common, 80-lb. bgs, c.i., t.i., North, works. 80 lbs. 4.02	-		Sodium carboxymethyl cellulose (see CMC.)	
same basis ton 60.00	61.20		Sodium chlorate, bulk, t.c., t.i., f.o.b. works. ton 420.00	440.00
metal grade, same basis. 80 lbs. 4.30	-		Sodium chlorate, cryst., 450-lb. dms, c.i., works. E. lb. .27	
ck, medium, coarse, same basis. 80 lbs. 2.70	-		Sodium chloride, tech. (see Salt.)	
same basis ton 18.00	25.00		Sodium chloride, USP, gran., bgs, c.i., t.i., works. lb. .28	
re, dom., bulk, works, 100% N,5O, basis, f.o.b. works E ton 65.00	98.00		Sodium chlorite, tech., dms, c.i., t.i., works. lb. 1.17	1.27
basis W ton 90.00	99.00		Sodium chromate, anhyd, dms, c.i., t.i., works. lb. .87	
wood, E, Indian kilo. 145.00	-		Sodium chromate, tetrahydrate, bgs, c.i., t.i., works. lb. .64	
Indonesia kilo. 102.00	-		Sodium citrate, gran., anhyd, 200-lb. dms, c.i., t.i., N.Y. lb. 1.95	
ine, tech., tanks, works, frt. equald. lb. .50	-		Sodium citrate, USP, gran., dihydrate, 100-lb. bgs, t.i., f.o.b. shipping point. lb. .74½	
Her's salt, paste, dms, 100% basis, works. lb. 2.59	-		Sodium cyanate, dms, 1,000-lb. lots, works. lb. .85	
Jasmine hydrobromide, USP, 100-oz. lots bolts. oz. 36.00	46.50		Sodium cyanide, briquettes or gran., 99% min, 200-lb. dms, min. f.o.b. works. lb. .68	
acid, CP, bgs, c.i., works. b. & g., c.i., works. lb. 2.14	-		Sodium diacetato, anhyd, dms, c.i., works. lb. .68	
zature, dms, 5,000-lb. lots. b. & g., f.o.b. lb. 3.00	2.0		Sodium diacetato, FCC, 50-lb. bgs, t.i., divd. E of Rockies. lb. .61	.67
um, powd, 99.98% So, dms, f.d. lb. 13.00	-		Sodium dilactate, tech., 50-lb. dms, c.i., works. lb. .62	
99.5% Se, same basis. lb. 10.00	15.00		Sodium erythorbate, powd, gran, t.i., or mixed t.i. f.o.b. shipping point. lb. 2.60	2.85
a leaves, Alexandria, whole and hal, bts. lb. .75	.80		"Ratio" indicates percentage by weight of SiO2 divided by percentage by weight of Na2O.	
avely No. 1, bts. lb. .70	.71		Sodium silicofluoride, bgs, c.i., t.i., works, frt. equald. 100 lbs. 17.95	19.76
ameed, USP, dms, t.c.i. lb. 1.00	1.20		Sodium stannate, dms, wks, frt. alld. E.b. N.A.	
uled, bgs. lb. .50	.51		Sodium sulfate, NF XII, powd, dms, 2,000-lb. lots. lb. .22	
paper bgs, t.c.i., works. lb. 1.19½	.28½		tech., detergent, rayon-grade, c.i., works. Gulf. ton 90.00	96.00
a, anhyd, dry-grd, bgs, c.i., works 93%, 200 mesh. ton 31.00	32.50		Sodium sulfate, West, bulk, c.i., works, frt. equald. ton 113.00	114.00
98%, 200 mesh. ton 32.00	33.80		Sodium sulfate, photo grade, 100-lb. bgs, c.i., works, frt. equald. ton 47.00	53.00
98%, 97%, 325 mesh. ton 34.50	35.60		Sodium sulfhydrate, flake, 70-72%, dms, c.i., works, frt. equald. ton 500.00	
98.5%, 325 mesh. ton 37.00	-		liq., 44-48%, tanks, works, frt. equald. ton 500.00	
99.5%, 325 mesh. ton 51.50	54.50		Sodium sulfide, flake, dms, c.i., works, E, frt. equald. ton 470.00	
dry-grd, bgs, c.i., works, 99.9%, 400 mesh, micronized. ton 72.00	75.50		bgs, same basis. ton 410.00	
99% under 15 microns, micronized. ton 70.50	82.60		Sodium sulfide, fused, dms, o.i., works, E, frt. equald. ton 240.00	
99% under 10 microns, micronized. ton 104.00	105.00		Sodium sulfite, anhyd, tech, 95-100% bgs, f.o.b. works. 100 lbs. 23.76	
4, hard-quartz, 99.5% SiO2, 325 mesh, bgs, c.i., works. ton 37.00	-		Sodium sulfocyanide CP (see Sodium thiocyanate).	
140 mesh, bgs, c.i., works. ton 34.75	-		Sodium tetraborate (see Borax).	
on tetrachloro, tech, dms, o.i., works. lb. .60	-		Sodium tetrasulfide, liq, 34%, dms, o.i., works, frt. equald. ton 540.00	
anks, works. lb. .30	-		Sodium thiocyanate, purif, crystall, 250-lb. dms, 5 dms, or more, f.o.b. works. lb. 3.26	
ballot, Ingols, ca. Troy. oz. 5.175	-		tech, anhyd, dms, 2,000 lbs, or more, works. lb. .97	
cyanide, 80% Ag, 500-oz. lots. oz. 4.18	-		Sodium thiocyanate, tech, photo grade, anhyd., 100-lb. bgs, c.i., t.i., t.c.i., works, frt. equald. ton 45.50	
lute, ACS, 58.2 Troy oz, AG/100 avor, oz, AgNO3, oz. 3.10	-		dark, ex-Tempa, Fla. long-ton 23.50	
ark, crushed, bts. lb. 1.00	-		Sulfur, crude, 99.5% min. purity, com. flour, 50-lb. bgs, c.i., t.i., mines basis. long-ton 125.50	
ash, dense, 58%, 100-lb. paper bgs, c.i., works, f.o.b. ton 120.00	-		Recovered, divd, Houston. long-ton 126.50	
98%, 100-lb. paper bgs, c.i., works. ton 83.00	-		ex terminal, Rotterdam. long-ton 135.00	
alk, c.t., same basis. ton 150.00	-		f.o.b. tanks, Alberta, Canada, for US delivery. long-ton 102.00	
cul, kg, 50%, sellers tanks, Gulf Coast works, f.o.b, Ir. equal, 75% Na2O. ton. 175.00	185.00		dark, ex-Tempa, Fla. long-ton 157.50	
3%, same basis. ton. 205.00	225.00		Sulfur, crude, 99.5% min. purity, com. flour, 50-lb. bgs, c.i., mines basis. long-ton 128.50	
76, 400-lb. dms, c.i., works. ton. 500.00	570.00		kings, same basis. long-ton 126.50	
id, 76%, 700-lb. dms, c.i., works. ton. 520.00	570.00		lump, same basis. long-ton 135.00	
in, 76%, 450-lb. dms, c.i., works. ton. 520.00	-		Sulfur, reid, 99.5% min. purity, rolls 50-lb. bgs, o.i., mines basis. 100 lbs. 150.00	
ada, 76%, 400-lb. dms, c.i., works. ton. 27.50	28.50		flour, light, 50-lb. bgs, same basis. 100 lbs. 125.50	
for lig, rayon-type, \$15 ton higher. Prices In West 70c. higher for solid, and \$20-\$30 ton higher for gran. and beads. ton. 520.00	-		Recovered, divd, Houston. long-ton 126.50	
sal, cono, bgs, o.i., works. lb. 3.35	3.65		lime, 50-lb. bgs, c.i., t.i., t.c.i., works. 100 lbs. 135.00	
acetate, anhyd, bgs, c.i., f.o.b. works. lb. .54	-		lime, 98% min, passing through 325 mesh, same basis. 100 lbs. 136.00	
acetate, USP, 60% gran. 100-lb. dms, c.i., works. lb. .57	-		Sulfur, crude, 99.5% min. purity, rolls 50-lb. bgs, o.i., mines basis. 100 lbs. 136.00	
um alginate, NF, white powder, 300-lb. lots or more. lb. .60	6.75		flour, light, 50-lb. bgs, same basis. 100 lbs. 17.50	
um pamoate, dms, 100-lb. lots or more, f.o.b. works. lb. 4.73	-		Sulfur, light, 50-lb. bgs, same basis. 100 lbs. 20.00	
um ammonium, bgs, c.i., divd. E. lb. 1.49	1.60		Sulfur, reid, sublimed, NF, 99.65% min. purity, 50-lb. bgs, o.i., mines basis. 100 lbs. 26.00	
um ascorbate, USP, dms, 100-lb. lb. .93	10.60		Bulfur, rubbermakers, 99.5% min. purity, com. flour, 50-lb. bgs, o.i., mines basis. 100 lbs. 14.60	
um benzene, tech, bgs, o.i., t.i., frt. alld. lb. .70%	-		lime, 98% min, passing through 325 mesh, same basis. 100 lbs. 16.10	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		New Jersey, gal. 1.62	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Houston, gal. 1.41	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Illinoi, gal. 1.64	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Solvent naphtha, petroleum, straight aromatic, b.r. 620°-350°F, 56°F m.e.p., tanks. 1.60	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		New Jersey, gal. 1.35	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Houston, gal. 1.30	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Sulfur dioxide, liq., corn, multi-unit cars, dms, f.o.b. works. ton 1.734	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Sulfur monochloride, dms, p.i., works. ton 276.00	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Houston, gal. 210.00	
um benzene, USP, 50-lb. bgs, c.i., t.i., frt. alld. lb. .70%	-		Sulfur monochloride, dms, p.i., works. ton 220.00	

CHEMICAL PRICES

WEEK ENDING AUGUST 29, 1988

CHEMICAL PRICES

WEEK ENDING AUGUST 29, 1986

Sulfuric acid, virgin 100% tanks, works,	
East Coast	ton 71.75 85.90
Gulf Coast	ton 75.00 88.40
Midwest	ton 80.25
Southeast	ton 68.15
West Coast	ton 85.00
NOTE: For prices on 80 and 98% S.A., multiply by .7767 and .9319 respectively. For prices of 20% remaining claim, add \$3-\$4 to above prices and multiply by 1.04.	
Sulfuric acid, smelter, 100% tanks, works	
Gulf Coast	ton 48.00 52.00
New Mexico	ton 20.00 25.00
Southeast	ton 83.15
Sulfurized oil, crude, Northwest	ton 60.00 65.00
Superphosphate, triple, 40% or more, a.p.a., run-of-pile, bulk, c.i.t.	ton .151/4 .171/4
Superphosphate, triple, 40% or more, a.p.a., run-of-pile, bulk, c.i.t.	ton 2.75 3.05
bulk, gran. c.i.t. P.E.	ton 180.00 185.00

Talc, dom. grd. New York bgs. c.i.t.

works, 98.5%, 325 mesh, bgs. c.i.t.

Talc, dom. 98.5%, 400 mesh, m-calcined, bgs. c.i.t.

200 mesh, micronized, bgs. c.i.t.

dom. ord. Calif. grd. bags. c.i.t.

ord. Vermont, off-color grd. bags. c.i.t.

Imp. Canadian, grd. bgs. c.i.t.

Tall oil, crude, Southeast tanks,

Tall oil, crude, frit, equalized

Tall oil acids, 3% or more resin, tanks, works, frit, equalized

Tall oil acids, 3% or more resin, tanks, works, frit, equalized

Tallow (see Oils, Fats & Waxes market report)

Tallow, fatty acids, tech., non-resin, dms. c.i.t.

tanks, chv.

tanks, chv.

hydrogenated, tech. flake, bgs. c.i.t.

hydrogenated, tech. flake, bgs. c.i.t.

Tar, dom. 15% t.l. dms. f.t.

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CENTRIFUGES

P5400 Sharples, 316 S/S RECONDITIONED
P3400 Sharples, 316 S/S, (5)
P3400 Sharples, 316 S/S, carbide tiles
P3000 Sharples, 316 S/S, RECONDITIONED
P680 Sharples, 316 S/S (2)
40" x 60" Bird, 304 S/S, reconditioned by mfr.
6" Bird O/S, 316 S/S
NX314 DeLaval, 316 S/S
48" Sharples "Tomasdomatic" 316 S/S (2)
48" Tolhurst, "Batch Master", S/S (2)
48" Sharples "Sludge-Pak" Model SP-6500, 316 S/S
48" Western States, "Sludge-A-Tron", 316 S/S, (3)
32" Baker-Perkins, pusher design, 316 S/S
12" AT&M suspended centrifuge, 304 S/S H.P.
12" Krause-Maffei, pusher designed, 316 S/S
8" Baker Perkins Pusher Design, 316 S/S
SB600 Alfa-Laval pusher design, 316 S/S

SZEGVARI ATTRITORS

60 gal. Szegvari, jacketed, stainless steel
15 gal. Szegvari, jacketed, stainless steel

PRESSURE FILTERS

480 sq. ft. Durco-Enzinger, Model 60DHC468, 316SS
370 sq. ft. Niagara Model 370-348, 304SS
322.8 sq. ft. Funda Model R-30, 316 S/S, (40 HP)
314 sq. ft. Niagara, Model 42-310-22, 304 S/S
259 sq. ft. Pronto, Model 325B, S/S (2)
180 sq. ft. Sparkler, Model 33S30, S/S (2)
107 sq. ft. Sparkler, Model 33S19, Nickle

VACUUM FILTERS

8'x16' Ametek, 316 ELC S/S LIKE NEW CONDITION
6'x8' Ametek, polypropylene
5'x7' Paxman, 316 S/S, precoat
18"x12" Elmo, 316 S/S, precoat

REACTORS-TANKS

S/S, G/L Reactors, up to 5000 gal. capacity,
Tanks up to 15,000 gal. capacity (100's in stock)
(S/S, G/L, C/S, FRP)

HORIZONTAL BELT FILTERS

8'x18' Elmo, rubber belt, vacuum (2)
4'x12' Elmo, rubber belt, vacuum (2)
2'x10' Straightline, rubber belt, complete
2'x3' Elmo, rubber belt, complete

BELT FLAKERS

60"x60' Sandwick, S/S belt, with cooling delumper, all
accessories. NEW CONDITION
30"x20' Sandwick, S/S belt flaker, complete

FITZ CHILSONATOR

Size 16 x 30' Fitzpatrick Chilsonator System, all S/S
construction, with size 30 granulator, with drives

BALL/PEBBLE MILLS

6'x8' Patterson Jacketed Steel Ball Mill, 50 H.P.
5'x6' Patterson Jacketed Steel Ball Mill, 30 H.P.
3'x4' Patterson Pebble Mill, arctic lined

SAND MILLS

12-30 Morehouse-Covilles Sand Mill, 50 H.P.
10-22 Morehouse-Covilles Sand Mills, 25 H.P. (2)
18-P Chicago Boiler "Red Head", 30 H.P.
3-P Chicago Boiler "Red Head", 7/8 H.P.
Lab Chicago Boiler "Red Head", 1 H.P.

LAB 3 ROLL MILLS

5'x12" J.H. Day, high speed, complete
4'x10" Ross, high speed, complete
4"x8" Kent, high speed, complete

ALL NICKLE CONSTRUCTION

500 gal. Nooter Reactors, 30/50 PSI (2)
500 sq. ft. U.S. Autojet Pressure Filter
107 sq. ft. Sparkler Pressure Filter, Model 33-8-19
5'x3' Ametek Rotary Vacuum Filter

JUST PURCHASED

7500 gal. Terre Haute Fermenters, 304 S/S, 50 psi (5)
4000 gal. horizontal batch still, S/S
2500 gal. Hicks tanks, 316L S/S, 50 psi or F/V
2000 gal. Nooter reactors, 316L S/S, 60/90 psi (8)
2000 gal. Pfaudler reactor, 316L S/S, 60/90 psi
2000 gal. Mueller reactor, 316L S/S, 60/90 psi
2000 gal. horizontal batch still, S/S (2)
1250 gal. S/S Mix Tank, 10 HP Vari-Drive (2)
Misc. G/L tanks and kettles, to 3000 gal. (8)
ST 100 Aromatic Fluid Bed Dryer, all S/S

MAJOR NEW EQUIPMENT
YANMAR GL-1000 WATER SYSTEM VACUUM PUMPS
GE 1000 GPM 1000' HEAD 1000' HEAD
H.P. Direct Europe 1000' head, mounted on pump
18" Model C-L702 Pump, 700 GPM 100' Head
2" Model C-L200 Pump, 2000 GPM 100' Head
Also available 1100 M.G.H. S. 741 Model H-14, 10 Model
12" VACUUM PUMPS IN LIKE NEW CONDITION

**RESIN MFG. EQUIPMENT-
OHIO LOCATION**

5000 gal. Struthers-Wells Reactor System, 347 S/S, 50
PSI or full vacuum internal, 75 PSI jacketed, 700°F,
turbine agitator, with condenser, receiver, piping,
controls
15,000 gal. Stainless Steel Tanks, vertical, with internal
coil, top entering 30 H.P. turbine agitators (3)
200 gal. Baker-Perkins Mixers, size 17GIM, type 304
stainless steel construction, fully jacketed, duplex
disperal blades, acrow tilt, 40 H.P. (5)
35 gal. Patterson "KneaderMaster" Mixers, 304 stainless
steel, sigma blades, jacketed, 40 H.P. (5)
100 H.P. Sprout-Waldron Hammermills, Model CG-28 (5)
20" dia. Reitz Thermascrows, 304 S/S, jacketed trough
28" long, 15 H.P. vari-drive (2)
40"x84" Patterson Screens, 1 deck, S/S (8)
IMMEDIATE AVAILABILITY-CALL FOR DETAILS

NEW LIQUIDATION

PVC Suspension Plant Ohio Location
12-5000 gal. Pfaudler Reactors, C/S construction, rated
220 PSI Internal, 50 PSI jacket, 50/25 H.P. Philadelphia
Gear Drive

Complete Nera Vertical Fluid Bed Dryer System, all S/S,
blowers, cyclones

8'x11' x 21", 2 stage, rated up to 10,000 #/hr., with
Complete Proctor Vertical Flash Dryer System, all S/S, 3'1"

x 11'2", with heater, blower cyclones

20,000 gal. Stainless Steel Mix Tank, 13'8"x19", 20 H.P. (2)

16,000 gal. Stainless Steel Mix Tank, 12'x18", 10 H.P. (1)

15,000 gal. Stainless Steel Mix Tank, 9'8"x27"6" 40 H.P. (1)

8,500 gal. Stainless Steel Tank, 9'8"x15"2" (1)

8,000 gal. Glascock Vacuum Receiver, Glass-Lined (1)

7,000 gal. Stainless Steel Mix Tanks, 13'8"x8", 7/2 H.P. (2)

6,500 gal. Glascock Vacuum Receiver, Glass-Lined (1)

2,250 gal. Stainless Steel Kettles, 6'8"x8", jacketed, 10
H.P. (1)

2,250 gal. Stainless Steel Kettles, 6'8"x8", jacketed, 3 H.P.
(2)

2,000 gal. Stainless Steel Mix Tanks, 6'8"x6", 2 H.P. (3)

1,000 gal. Stainless Steel Kettles, 5'4"x6", jacketed, 2 H.P. (2)

1,000 gal. Steel Jacketed Tanks, 5'4"x6" (2)

4-A.O. Smith Slicers, Glass-Lined, 14"x40", bolted

1-Butler, Epoxy-Lined, 9"x32" welded

220 CFM Sulfur Compressor, 150 PSI, rotary screw design

17' ft. Milkro Pulse Collector, Model 26S-6-30, S/S

Derrick Screen, single deck, 3x5'

Misc. tanks, feeders, blowers, cyclones, pumps

REACTORS

5000 gal. Struthers-Wells, 347 S/S, 50#/75#

2500 gal. Cryocham, 316 S/S, 75#/75#, with coil

1600 gal. Perry Products, 316 S/S, 75#/150#

750 gal. Pfaudler, Glass-Lined, 100#/90#

200 gal. Pfaudler, 316 S/S, 60#/60# UNUSED

50 gal. Pfaudler, Glass-Lined, 100#/75#

50 gal. Pfaudler, Glass-Lined, 25#/50# complete sys-

tem

30 gal. Pfaudler, 316 S/S, 60#/100# UNUSED

30 gal. Pfaudler, Glass-Lined, 25#/50#

10 gal. Pfaudler, Glass-Lined, 150#/85#

5 gal. Pfaudler, 316 S/S, 50#/80#

REFRIGERATION

200 ton Lewis Package Chiller, complete

30 ton Application Engineers, Package Chiller

15 ton Application Engineers, Package Chiller

7 ton Mayer Package Chiller

5 ton Dunham Bush Package Chiller

5 ton Pauchen Package Chiller, (2)

SCREENS

48" Sweco, S/S, 1 deck

30" Sweco, S/S, 2 deck

15" Kason, S/S, 1 deck, unused (3)

38"x98" Rex-Carrier, 1 deck, S/S (4)

20"x48" Rotex, 1 deck, S/S

HEAT EXCHANGERS

Shell and tube heat exchangers, stainless steel

2000 sq. ft. surface area--dozens!

S/S PULVERIZERS

60 ACM Mikro Mill, 75 H.P.

PC-38 Strong-Scott Pulvercon, 180 H.P.

FASO-20 Fitzpatrick "Fitzmill", 7/2 H.P. (2)

D-6 Fitzpatrick "Fitzmill", 7/2 H.P. (2)

18" Mikro Pulverizer, 5 H.P.

Nestey "Rotogran" Oscillating Granulator

COMPACTING PRESSES

78 ton Biped Preform, Model 707, complete

6 1/2 ton Manesty, Model BB3A, 27 station

6 1/2 ton Manesty, Model BB3A, 33 station

4 ton Manesty, Model F-3, single punch

REACTORS

5000 gal. Struthers-Wells, 347 S/S, 50#/75#

2500 gal. Cryocham, 316 S/S, 75#/75#, with coil

1600 gal. Perry Products, 316 S/S, 75#/150#

750 gal. Pfaudler, Glass-Lined, 100#/90#

200 gal. Pfaudler, 316 S/S, 60#/60# UNUSED

50 gal. Pfaudler, Glass-Lined, 25#/50#

10 gal. Pfaudler, Glass-Lined, 150#/85#

5 gal. Pfaudler, 316 S/S, 50#/80#

REFRIGERATION

200 ton Lewis Package Chiller, complete

30 ton Application Engineers, Package Chiller

15 ton Application Engineers, Package Chiller

7 ton Mayer Package Chiller

5 ton Dunham Bush Package Chiller

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38"x98" Rex-Carrier, 1 deck, S/S (4)

20"x48" Rotex, 1 deck, S/S

HEAT EXCHANGERS

Shell and tube heat exchangers, stainless steel

2000 sq. ft. surface area--dozens!

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CHEMICAL MARKETING REPORTER

September 1984

2000

SPECIAL OFFERING

33' dia. Niro Spray Dryers, 316 S/S, UNUSED (2) complete spray drying facility, never installed, including (2) 33' dia. chamber, Model F-350 centrifuge dry

AARON

EQUIPMENT COMPANY

DIVISION ARECO, INCORPORATED
735 EAST GREEN STREET
P.O. BOX 80
BENSONVILLE, IL 60106

(312) 350-2200

TX 28 9454 CABLE AARONECO

DELIVERING THE BEST SERVICE IN THE INDUSTRY



ATTENTION WEST COAST BUYER
Unused 15,000 Gal. Vert. T304 SS Tank
13" Dia x 14' H, Dish Bottom, Flat Top
4" CBO. Skirt Mounting, (4)

FILTER-ROTARY VAC.

18828-FE-Inc. 36" dia x 12", 8" strng disc., 1/2 HP.
17477-FE, Inc., 3" dia x 5", T316SS, belt disc., rec pump.
11177-Dorr Oliver 5/8", 6" dia x 8'1".
11853-Oliver T-188SS, precoat 5'x8'.
18431-K.S. flexible, 6" dia x 8' face, 316SS.
18332-Elenco belt filter, 8" dia x 8' face, w/NaOH pump.
18827-Amatek, 8" dia x 14" face, max load, 5/8".
17836-Elenco, 316SS, 10" dia x 14", knife discharge.
17283-Impeco belt filter, 12" dia x 14", 304SS, Nasivacum.
20261-Dorr Oliver T-304, vacuum filter, 12" dia x 14", 304SS.
20232-Dorr Oliver 11" dia x 14", 304SS, 5/8" cont. parts.
11486-Elenco 10" dia x 10" rotary vane filter.

DRYER-ROTARY VAC.

19844-Bethlehem Processor/Polymer Chip
Cryostat 30" dia x 18" long, T304 SS, jkt, 20 HP (6).

FILTER PRESSES

19846-Sharples P5400 Sanitary
Centrifuge w/200 HP motor, 25 HP back-
drive, gearbox, 5" pitch conveyor, CIP,
control panel (2) LATE MODEL

CALL: Ken Kyte (312) 350-2200

CENTRIFUGES

21593-Sharples P5400 Sanitary Centrifuge w/200 HP motor, 25 HP back-drive, gearbox, 5" pitch conveyor, CIP, control panel (2) LATE MODEL

CALL: Ken Kyte (312) 350-2200

CENTRIFUGES

20827-Bird, 18" x 38", 5/8", 15 degree, contour bowl.

20828-Bird, 24" x 38", 5/8", 15 degree, contour bowl.

20848-Bird 24" x 50", SS T317 contour, 75HP.

12883-Bird 36" x 65" contour, 10 deg, T317 ELC.

2037-Alfa Laval, NX 418-B3-40, 316SS, gearbox.

17209-Dorr Oliver, 304SS, Marco model, 16L, 30 HP.

13565-Sharples, mod. P 600, gearbox, motor.

19767-Unused Sharples, 3 phase, P3000, 5/8" carbide.

20407-Sharples P2000 316SS, 20 HP drive motor.

19768-Unused Sharples P3000, 5/8" carbide blade, gear.

21351-Sharples P3000 w/gearbox.

21723-Sharples P3400, 5/8" casting, gearbox & motor.

19246-Sharples, P6400, 5/8", 175SS, 200 HP, gearbox.

REACTORS

20282-Unused Reactor, 600 gal., T316L SS, 304L SS, carbide.

10118-Pfaudler, 800 gal., T-316L SS, 55 psi int/160 PSI.

20928-Brighton, 4000 gal., 8" dia x 10", 316 EL/CS/S.

20288-Reactor, 4,000 gal., 316 SS, 8" dia x 10" H, side.

15757-Brighton, 4,000 gal., 316SS, vacuum.

20287-Brighton, 4,000 gal., 316SS, pipe coil jkt.

20028-Richmond Eng. Reactor, 800 gal., 316L SS, 160 PSI.

Pfaudler 10,000 gal. reactor T316L, 100 psi int., 200 psi jkt.

Pfaudler 10,000 gal. reactor T316L, 100 psi int., 200 psi jkt.

TANKS-S/S

2131-Tank, 650 gal., T304SS, 5" dia dish bottom, flat top, agit.

2123-Tank, 5/8" vert, 1200 gal., 6" dia x 8", flat top & bot.

20581-Tank, 63 cu. ft., 304SS, 5" dia x 6", 3/8" agitator.

20655-Tank, 85, 12,000 gal., 12" dia x 14" H, flat bottom, open top.

17043-Cat horz. tank, 304SS, 16,000 gal., 12" dia x 22' 9" long, 10 PSI.

DUST COLLECTORS

2126-Fabri-Jet, mod. S208-48 bin vent, 42 sq. ft.

16398-Mikro dust collector, 8/8 cu. ft., mod. 9-8-100, pulse jet.

21183-EVO, bin vent, 72 sq. ft., 5/8" 5HP.

20253-Unused EVO pulse jet collector, mod. 84BF008C.

21122-JH Day mod. RJ-18RJ33, 50 cu. ft., CS, 3HP.

20398-Pulse jet collector, "Flex-Jet", mod. RJ-2724 AV II

21268-Mikro dust collector, 265 sq. ft., 5/8".

20256-Unused EVO Corp. pulse jet dust collector, mod. 99BF030C, 350 cu. ft.

20255-Unused EVO Corp. dust collector, shaker type, mod. MS049C10, 675 sq. ft.

SCREENS

21203-Sprout Waldron sifter, D10, 6 decks.

21160-Sprout Waldron, D10, 1 HP, 10 decks, 5/8" cont.

21167-Sprout Waldron, D10, 2 HP, 10 decks, 5/8" cont.

Nitro Fluid Bed Dryer, T304SS, Sanitary, 40" dia x 19'6" long, 4.5 Sq. Ft., STEAM HEATED, Cat Steve (312) 350-2200.

21114-JH Day ribbon blower, 5/8" dia x 75" dia.

20104-Unused JH Day ribbon, 5/8" dia x 75" dia.

21114-JH Day ribbon blower, 5/8" dia x 75" dia.

EQUIPMENT COMPANY
(312) 350-2200

TX 28 9454 CABLE AARONECO

"UNUSED" EQUIPMENT LIQUIDATION SALE AT BARGAIN PRICES

ALL EQUIPMENT STORED IN WAREHOUSE, ON ORIGINAL SKIDS
LOCATION: SPRING GROVE, SOUTH CAROLINA

21711-Bins, 450 cu. ft., C/S, epoxy lined, (6)
21905-Bins, 500 cu. ft., C/S, epoxy lined, flat top, conical bottom, (4)

21891-Bins, 450 cu. ft., C/S, epoxy lined, (6)

21895-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21896-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21897-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21898-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21899-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21900-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21901-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21902-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21903-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21904-Bins, 450 cu. ft., C/S, epoxy lined, flat top, (2)

21905-Bins, 500 cu. ft., C/S, epoxy lined, flat top, conical bottom, (4)

21906-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21907-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21908-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21909-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21910-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21911-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21912-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21913-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21914-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21915-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21916-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21917-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21918-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21919-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21920-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21921-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21922-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21923-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21924-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21925-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21926-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21927-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21928-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21929-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21930-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21931-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21932-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21933-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21934-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21935-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21936-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21937-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21938-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21939-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21940-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21941-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21942-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21943-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21944-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21945-Bins, 500 cu. ft., C/S, epoxy lined, flat top, (2)

21946-B

PERRY SAVES YOU TIME & MONEY
At The Right Price. World's Largest Distributor.



KETTLES - REACTORS, SS

30,000 gal. 304SS fermenter, 14' x 24', 28 psi/c.
200 HP agit. (4)
5,000 gal. 304SS, atm. int., 75 psi (1), agit.
4,100 gal. 304SS kettle, 16 psi (1), 5 HP agit.
3,500 gal. 316SS kettle, 20 psi (1), 7 1/2 HP agit. (2)
2,500 gal. 304SS reactor, 75 psi/FV int., 100 psi (1)
1,500 gal. 304SS kettle, 16 psi (1), 5 HP agit. (1)
1,150 gal. 304SS reactor, 75 psi/FV int., 100 psi (1)
900 gal. 304SS reactor, 75 psi/FV int., 50 HP agit.
600 gal. 304SS reactor, 200 psi (1), 50 HP agit.
500 gal. 304SS reactor, 150 psi int., 150 psi (1), 50 HP agit.
300 gal. 316SS reactor, 75 psi/FV int., 60 psi (1)
(50) 316SS and 304SS reactors and kettles from 5
gallon to 400 gallon... call for list.

BIG PFAUDLER 316SS REACTORS

(3) 15,000 gal. Pfaudler, 316SS,
12'6" x 15', 100 psi, 200 psi jkt. Agit.
(4) 10,000 gal. Pfaudler, 316SS, 11'0" x
12'0", 100 psi, 150 psi, jkt. Agit.

REACTORS, 316 SS

2 gal. Pfaudler, 75 psi/FV, 700 psi (1)
20 gal. Pfaudler, 38 psi, 100 psi jkt. agit. (2)
30 gal. Pfaudler, jkt.
50 gal. Pfaudler, 25 psi, 60 psi jkt. agit.
100 gal. Pfaudler, 25 psi/vac., 65 psi jkt. agit., 1975
150 gal. Pfaudler, 25 psi/vac., 60 psi jkt. agit.
300 gal. Gasco, 60 psi jkt.
600 gal. Pfaudler, 100 psi/vac., 60 psi jkt., vari-drive agit.
750 gal. Pfaudler, 60 psi/vac., 60 psi jkt., 5 HP agit.
1,000 gal. Pfaudler, 100 psi/vac., 60 psi jkt., 5 TW agit.
1,500 gal. Pfaudler, 100 psi/vac., 60 psi jkt., 10 HP agit.
1,500 gal. Pfaudler, 100 psi/vac., 60 psi jkt., 1981
2,000 gal. Pfaudler, 100 psi/vac., 60 psi jkt., 25 HP agit.
2,500 gal. Pfaudler, 150 psi, 60 psi jkt., #TW6 agit.

NEW LIQUIDATION! CHEMICAL / POLYMER PLANT....ILLINOIS ...BUY BEFORE REMOVAL. AND SAVE!!

Bird 32x50, 316SS centrifuges, 80: 1 (2)
32x50, FV Worth 40 HP, Comp., 120 psi, 75
24" Conair Pelletizers, mfd. 1024, 40 HP (2)
5" x 25" SS Rotary Hot Air Dryers, 10 HP, (3)
6" Wexel Extruder, 400 HP, 30/1 L/D
8" Wexel Extruder, 700 HP, 30/1 L/D (3)
9" Wexel Extruder, 800 HP, 30/1 L/D (2)
K-Tron Twin Screw, Vol. Feeder, 65, 7000
#/HR (4)
352 SF Sparkler, VR-32-72, 75# Steel (2)
1500 gal. Pfaudler, Reactor, 316 L SS, FV/180
psi, 5 HP (2)
10,000 gal. Pfaudler, 316L Reactor, 150/FV/180
psi, 60 HP (4)
15,000 gal. Pfaudler, Reactor, 316L SS,
100/FV/200 psi, 100 HP (3)
25 cu. ft. SS Ribbon Blender, 5 HP (3)
60" Sweco Screen, SS, 1-Deck
60" Kason Screen, SS, 1-Deck
4800 gal. Horz. R/L Tank, 15 psi, 8'x21'
12,000 gal. Brighton 316 SS Tank, 12x14, 20
HP agit. (2)
17,000 gal. 316 SS Tank, 13 dia. x 13 ft. High,
20 HP agit.
PHONE (609) 267-1500.

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Equipment

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WORLD HEADQUARTERS

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SAVES YOU TIME & MONEY
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DRYERS

BLW Knex 6'1" x 40' 58 psi. dryer, 600 cu. ft.
BLW Knex 36" x 20' vac. dryer, 316L SS, 72 cu. ft.
BLW Knex 48" x 56' vac. dryer, nickel
Mathis 24" x 48" filter, chrome plated
Sandvik 48" x 12' 55 belt filter, UNUSED
Sargent 60" x 4' 55 conveyor dryer
Stokes 8" x 11" drum drier
BLW Knex 32" x 90' dbl. drum
Bufflovak 42" x 120' dbl. drum, 100 psi
Aeromatic 40T-5 fluid bed dryer, 5/10 KG
Witter 48" x 10' fluid bed, 85, small-cooler
Stokes 36 sq. ft. Lyophilizer freeze-dryer
Reneberg 30" x 20' rotary drier, 316 SS
Renegberg 5x 25' 304SS rot. hot air dryr, w/cyclone, etc. (2)
90" x 10' Louisville SS rotary dryer
10' x 10' GATX rot. steam tube dryer, 140 psi (4)
Weyman #MTL-24 Turbo-tray dryer, 304SS
P-45 cu. ft. vac. dryer, 304SS (2)
Abba 30 cu. ft. 304SS vac. dryer
Devine 110 cu. ft. 304 89 vac. dryer
Pfleider 185 cu. ft. glass-steel vac. dryers (2)
Abba 325 cu. ft. 316SS vac. dryer
Devine 370 cu. ft. 316SS vac. dryer
Niro 554 sq. ft. vac. shelf dryer
Devine 72" spray dryer, 88
Turbofire 48" x 7' spray dryer
Bowen 72" spray dryer, 88
Bowen 90" spray dryer, 88

FILTERS - VACUUM

38" x 1' Ametek, 316SS, 9 cu. ft.
40" x 3' Blaw-Youn, 85, 49 cu. ft.
6' x 3' Ametek, 85, 65 cu. ft.
6' x 3' Elmo, 316SS, 64 cu. ft., horiz.
6' x 3' Elmo, "Ehco" polypropylene, UNUSED
6'x3'x10' Passavant 200 cell press, 250 cu. ft., 1982 (4)
8' x 8' Elmo, 88, 200 cu. ft., press
8' x 10' Dorr-Oliver, 250 cu. ft., 316SS, precoat
8' x 12' Elmo, 316SS, press, 300 cu. ft., (3)
8' x 14' Dorr-Oliver, 316SS, press, 350 cu. ft., (2)
10' x 10' Elmo, 316SS, press, 316 cu. ft.,
11'x16' Elmo, 88, 288 contact
12' x 12' Impco, 304 SS, 450 cu. ft.
12' x 14' Komline, 304SS, 525 cu. ft., flexible drier. (2)
45" dia. Elmo tilting pan. vac. filter, 316 SS
Swenson 316SS continuous crystallizer, 9" x 14'

12 cu. ft. Ametek/Hagera #12, 88
54 cu. ft. Funds, SS, Jktd.
65 cu. ft. Artisan "Dome" filter/washer, 88 (2)
320 cu. ft. Durco, 316L SS
600 cu. ft. U.S. Autolex, 316SS, samll.
1000 cu. ft. U.S. Autolex #1000, 304SS
13" Hormann filter press, 250 cu. ft., 316SS
30" Sperry filter press, 250 cu. ft.
42" Shiver filter press, 777 cu. ft., hydraulic
48" Shiver ALP recessed filter, 88, 276 cu. ft.
48" Shiver ALP recessed filter, 1500 cu. ft.
3,000 gal. 304SS, 7' x 10', agit.

PULVERIZERS

Mikro #55MA atomizer, 5 HP
Mikro #55MA blower, 5 HP
Mikro #55B blower, 55 HP
Pfaffman #REFS pulv., 100 HP
Pfaffman #PPA pulv., 60/75 HP
Albre porcilem pebble mill, 36" x 42", 36" x 48",
42" x 60", 48" x 60", 60" x 60" (7)
Raymond 50" x 30" roller blade mill, 1600, UNUSED
Raymond #60558 50" side roller mill, 1600, agit.
Raymond #775812 50" side roller mill, 1600, agit.
Rtd. Whizzer

MIXERS, BLENDERS

3.5 cu. ft. Hancher #FM150, 17/20 KW

11.5 cu. ft. Hancher #175SS, 92/44 HP

13.7 cu. ft. Lodge #175SS, 92/44 HP

18 cu. ft. Stroh-Scott 304SS ribbon blander (3)

20 cu. ft. P-K twin shell SS

35 cu. ft. Dev Nov. #NBX350, SS

60 cu. ft. Gamco, 715H, Sanit, SS

69 cu. ft. Patterson, 60 cu. SS

70 cu. ft. Danner, 10 HP, 316 SS

75 cu. ft. Day Nauta, 316 SS, Rtd.

98 cu. ft. Robinson 88 ribbon blander, jktd. (2)

98 cu. ft. Day Nauta, 316, 1981

110 cu. ft. I.H. Dual shell ribbon, 316SS

120 cu. ft. Cleveland ribbon blander (6)

169 cu. ft. Pfaudler, dbl. coil, glass-steel jktd., vacuum

210 cu. ft. Young, ribbon, 88

316 cu. ft. Sprout-Waldron ribbon blander, 88, jktd.

3,000 gal. 304SS, 7' x 10', agit.

3,000 gal. 304SS, 7' x 10', agit.</

CMR MARKETPLACE

CHEMICAL MARKETING REPORTER'S CLASSIFIED ADVERTISING SECTION

COPY DEADLINE: Wednesday Noon preceding date of publication.
RATES/Classified Ads: \$57.75 for 36 words or less; \$9.75 for each additional six words or fraction. No display. First two words printed in bold face type. Non-display advertisements payable in advance, except for contract customers (not subject to agency commission).

REPLIES: Send replies to classified ads with box numbers to CHEMICAL MARKETING REPORTER, 100 Church St., New York, NY 10007-2694.

INFORMATION: For further classified advertising information, call 212/732-9820.

BUSINESS OPPORTUNITIES

Seeking Broker for drystuffs and intermediates. Rapidly growing Dyes & Chemical Company. Contact: P.O. Box 289, Huntington, N.Y. 11743.

CHEMICALS OFFERED

40,000 pounds bulk Glycine 94% synthetic (yellow). Has burn odor from distillation. Available every 6 weeks. 72c per pound. FOB Atlanta. Also available 30,000 pounds Phenacetyl USP, made by Morisano, 60 mesh coarse/mesh. Contact CMR Box 716.

CHEMICALS WANTED

Active Buyer of surplus chemicals, pigments, dyes, resins, waxes, plastics etc. Call toll free 1-800-631-3337 or 811-522-0738. Deer Polymer Corp. Chemical Div. 17 Industrial Drive, Hoboken, NJ 07030.

All Surplus — Chemicals — Resins — Oils — Colors Solvents — Plastics — Specialties — Intermediates — bought by: Rambach Chemical Co., Inc. 52 Vesey Street, P.O. Box 5187, Newark, NJ 07105. Phone: (201) 589-7774.

Cash for your surplus chemicals, resins, colors, pharmaceuticals, dyes, other raw materials, by products, wastes, residues and off-specifications. Morgan Chemicals Inc., 5500 Main Street, Williamsburg, NY 104221 (161) 632-4000; Telex 919133.

Realize Top Value from the sale of your surplus Chemicals. We buy surplus Chemicals, Plastics, Resins, Waxes, etc. Bonner Chemical Co., P.O. Box 494, Fair Lawn, NJ 07410. Phone: (201) 791-2448; Telex: 13-0434.

Resyn Corp. will buy your surplus chemicals, resins and resin raw materials — prime or off-specification. Resyn Corp., Box 63, 1540 W. Blawke St., Linden, NJ 07036 (201) 862-5787.

Surplus Chemicals: Wanted, high prices paid for surplus chemicals, resins, pharmaceuticals, colors, plastiizers, solvents, waxes, etc. Prompt and efficient service. Try us! Jamaica, N.Y. 11433. (718) 656-0400-01.

Surplus Wanted: Chemicals, pharmaceuticals, dyes, solvents, pigments, waxes, other raw materials. Offers \$55 years service Chemical Service Div., P.O. Box 849, 97-05 Ongley St., Rockville Centre, NY 11571. (516) 536-4445.

We Buy Surplus Chemicals, colors, resins, solvents, plasticizers by products, etc. Over 50 years of service to industry. Eastern Color & Chemical Co., Inc. 85 Roosevelt Ave., Dept. C.P.O. Box 1028, Valley Stream, N.Y. 11582. (516) 781-4445.

Your Surplus is our inventory. We buy all chemicals, pigments, resins, solvents, plasticizers and pharmaceuticals. Prompt inspection and cash terms on each offering. Pyramidal Chemical Sales Co., 1035 Virginia Drive, Fort Washington, PA 19034. (215) 542-8292.

EQUIPMENT OFFERED

Cumberland Chopper 50 hp. Mills & Merrill "Hooper" 100 hp. 100 gal. glass lined reactor. Pfleiderer 8.5' jacketed vessels, 100-500 gals. Duron 3X1-5' HP pump. 500-7000 gallon 5' tanks. Gaulin H pressure washer. Lester Kehoe Machinery Corporation, 2581 Pleasant Terrace, Staten Island, NY 10303. (718) 447-3410, Telex: 423496.

Diametronics has used process equipment for sale: Columns, Exchangers, Heaters, Reactors, Pressure Vessels, Tanks, etc. Midwest Steel Co., Inc. 9825 Moers Road, Houston, Texas 77075. 713/991-7843.

Free Three 15,000 gal. mild steel vertical tanks twelve feet diameter in good condition, held methanol on Northeast Philadelphia area. Contact Ruth Duncan 215/244-0000 — Nationwide Industries, Bensalem, PA 19020.

Ribbon Blenders for sale. Many sizes in stock. Remanufactured and guaranteed. All sizes available. Stainless Steel and Steel construction. We quote Tom Williams Co. 9503 Fremont, KC, MO. 64134 816-761-4284.

Spiral Dryers for Sale: 2 Niro Spray Dryers, Model 120 complete with tanks, centrifugal rotors, recording instruments. Both units excellent condition. Contact Ann Rollow, Kemin Industries, Box 70, Des Moines, Iowa 50320-1487. (414) 272-1702.

EQUIPMENT WANTED

Stokes 3-Stage Vacuum system Model 1722, 1 Stokes MDL 412-11 Microvac Pump, 300 CFM, 10 HP, 2. Roots high vacuum booster 616 RGS, 1850 CFM, 10 hp blower. We also are looking for a Phillips 1000 kg/hour required 1000 MDA, Input 1700/50, Output 2.74/250, Rate 165. Louisiana Chemical Equipment, Attn: Rotenberg, (504) 923-3602, Box 65064 Baton Rouge, LA 70896.

ME SELECT used machinery

LARGE BIRDS

(12) 40" x 60" Bird decanter, 316 S/St, 15/3 deg. contour, 5' pitch, single lead conveyors w/Stellite hard surfacing, 80:1 gearbox, 100 HP V-belt main motor drive. New late 60's. Excellent condition. Limited Use. Immediately Available from Stock.

(2) 32" x 50" Bird decanter, 316 S/St, 15/3 deg. contour, 5' pitch, single lead conveyors w/Stellite hard surfacing, 80:1 gearbox, 75 HP V-belt drive. Excellent condition. Limited Use. Immediately Available from Stock.

POSITIONS OFFERED

Chemical Sales aggressive chemical distributor currently has high potential sales position available in Northern N.J. Minimum 2-3 yrs. chemical sales experience with good customer following, familiarity with reactant and technical sales required. We offer competitive compensation-arriflo opportunity. Send resume to Box CMR 721.

NYC based International Petrochemical Corp. seeks bright, reliable person for entry level position in Purchasing Dept. College degree required; foreign languages a plus. Send resume & salary requirements to Box CMR 716.

CHEMICALS WANTED

"Sales manager position offered to the right person knowledgeable in sales of C & R. 2-5 years sales experience essential. Position requires 10-40 percent travel. We offer salary and commission on your sales. Please submit a full resume of job history and qualifications to Box CMR 722."

SERVICES OFFERED

Custom solid packaging and distribution in the port of Mobile. Multi-wall bags, bulk bags, drums and bulk, Screening, repackaging and warehousing. Rail and truck facilities. Contact: Philip Hahn, SEAPAC, Bldg. 14A, Brookley Complex, Mobile, AL 36615. 205/433-3541.

Owens-Corning

Continued from Page 7

meeting will be held October 9 to vote on the proposed recapitalization plan.

Mr. Boeschenstein said the recapitalization plan "requires that the company rationalize its businesses and redirect its corporate strategy to focus the company on its cash generating, core businesses. He said management will immediately begin restructuring the company with an eye towards maximizing cash flow," substantially and promptly reduce costs, eliminate businesses that do not meet our return on investment criteria, and raise cash through the sale of certain assets."

He said the restructuring will leave OCF more streamlined, "with a core of successful and profitable businesses." He said the plan also "represents a major change in corporate strategy in what we will manage for cash flow rather than actively making major investments in potential future growth areas."

He further stated that "the board believes that the company's management — rather than an outsider unfamiliar with our organization and its businesses — is most qualified to deliver to stockholder the full values inherent in the company."

To that end, the recapitalization plan calls for 150 members of management to purchase 1 million shares of the new common stock. Mr. Boeschenstein in his statement added, "as a future incentive to those members of management they will be entitled to receive an additional 1.5 million restricted shares," and an option to buy another 1.5 million shares. This roughly equals 10 percent of the total outstanding shares of the recapitalized company.

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CHEMICAL PROFILE PARAXYLENE

SEPTEMBER 1, 1986

SUPPLY

PRODUCER	CAPACITY*
Amoco, Decatur, Ala.	1,077
Amoco, Texas City, Tex.	1,100
Chevron, Pascagoula, Miss.	500
Exxon, Baytown, Tex.	700
Lyondell, Houston, Tex.	400
Phillips, Guayama, P.R.	470
St. Croix Petrochemical, St. Croix, V.I.	600
Koch, Corpus Christi, Tex.	450
Tenneco, Chalmette, La.	140
Total	5,437

*Millions of pounds annually. Chevron expanded its capacity by about 170 million pounds per year through debottlenecking efforts in 1985. Exxon has also undergone debottlenecking efforts and improved its capacity by 200 million pounds per year since 1983. Koch underwent improvements in energy efficiency which produced a 60 million-pound-per-year capacity increase in 1985. Profile last published 8/22/83; this revision, 9/1/86.

Demand

1985: 4.5 billion pounds; 1986: 4.7 billion pounds; 1990: 5.23 billion pounds.

GROWTH

Historical (1975-1985): 4.1 percent per year; future: 3 percent per year through 1990.

PRICE

Historical (1973-1986): High 31c. per pound; bulk, divd.; low 6 1/4c. per pound f.o.b., f.t. equal. Current: 19 1/2c. per pound, divd., contract; spot, 18c. per pound f.o.b.

USES

Dimethyl Terephthalate and terephthalic acid for saturated polyester production, 100 percent (except negligible amounts) for use as solvents, coating or pesticides. This includes 75 percent for domestic consumption and 25 percent for export.

STRENGTH

World growth in paraxylene is expected to be as high as 4 percent per year. Spot prices, usually for export material, are currently firming. US producers have just completed an across-the-board shift to higher purity standards. Orthoxylene and metaxylylene contents have been reduced by 0.1 and 0.4 percent respectively. Overall purity standards have been raised from 99 percent to 99.5 percent minimum p-xylene content. PET resin, a downstream paraxylene product is growing by about 10 percent annually in the US.

WEAKNESS

Domestic consumption of paraxylene for polyester fiber raw materials is stagnant due to increased textile production overseas.

OUTLOOK

The world market is a promising one for paraxylene. New DMT-TPA facilities overseas, particularly in the Far East, are expected to expand demand for US product. Rising demand for PET resins and the expected introduction of the PET 12 oz. "can" and new PET bottle sizes could create a rapidly growing demand for paraxylene.

PLATFORM

LNG Outlook

The following is excerpted from an assessment of the LNG outlook by Malcolm Peebles, director of Shell International Gas Ltd.

The uncertainty surrounding energy prices is not a conducive climate in which to make major investment decisions. Inevitably a wait and see attitude prevails. Thus, if a return to a stronger price regime is delayed for several years, this will almost certainly mean a corresponding delay in LNG project development until better days are here again. But such delays would not be confined to LNG projects and would embrace the majority of capital intensive energy projects. The evidence for this is already with us, with the growing numbers of cancellations and postponements announced each month around the world.

Meanwhile, a continuing period of low energy prices is likely to stimulate energy demand with the possible consequence that forecasts of supply/demand deficits are likely to come forward rather than slip back in time.

Time For Innovation

I would hope that while we are all waiting for these upturns in demand and in prices to occur, the LNG industry will not sit idly by.

This breathing space, if that is what it is, in project implementation can be put to good purposes. It is time for innovative thinking and planning: a time to examine new ways to reduce unit costs, to investigate the technical and economic scope for smaller scale projects, to explore new and cost-effective techniques, to study new ways of project financing, to review contractual and operational terms and conditions — the list of useful tasks to be undertaken is almost endless.

Moreover, these tasks are not confined to the sellers' side, as buyers will need to give thought to how they can give some price and offtake security to sellers to ensure the timely development of new projects.

Successful work along these lines will put the LNG industry in good shape to press on quickly and rigorously the moment the economic climate for LNG starts to improve. In fact, time is not on our side as one can be almost certain that LNG's competitors will be doing much the same thing as they gear themselves for a return to more normal trading conditions.

I think that the realities of the past few years have shown that none of us has been very successful at forecasting the future. The recent Soviet nuclear power accident has provided a tragic reminder that we live in an uncertain and unpredictable world. It is too early to assess the long term effect of that particular incident, but it does highlight the point of future uncertainty. I referred earlier

to a window of opportunity in Western Europe. I think the keynote for the future in all markets of interest is a readiness to seize opportunities wherever and whenever they occur, and this requires a continuing effort from potential buyers as well as from potential sellers. Indeed existing and prospective buyers of LNG would be well advised to ensure that they cherish and safeguard their supplies so as to be well-placed when the inevitable upturn in energy demand occurs with its consequential pressures on supply.

During the 1970's the United States was expected to become at least as big a market for LNG as Japan. During the last few years all import schemes have either been cancelled or have been suspended indefinitely.

As always, with the benefit of hindsight, there are good explanations. One of the principal ones was price deregulation. The US Natural Gas Policy Act of 1978 effectively allowed constantly escalating gas prices and by the early 1980s had created a supply glut; the reverse of the situation prevailing when LNG contracts were developed. Initially, "high cost" LNG could be accommodated, within limits, by rolling it in with lower priced locally produced gas against a backdrop of rising oil prices. It became unmarketable, though, when energy prices started to decline from their peak and lower priced local gas supplies became more than adequate for a declining demand.

The present role of LNG in Western Europe is little better, but here again part expectations have not been realized. Among the contributory factors have been:

- The emergence of Norway as a major alternative gas source
- Growing availability of Soviet and Dutch gas at competitive prices
- A perception in Western Europe that North African LNG was becoming too expensive compared with alternatives

The downturn in energy demand caused by rising oil prices in the late 1970s.

As far as Japan — the world's largest LNG market — is concerned, forecasts have been rather better, albeit towards the lower end of the range than at the higher levels expected some years ago. Thus Japan is a highly competitive market with nuclear and coal the main alternatives to LNG for power generation, which in turn comprises about three-quarters of the existing outlet for LNG in Japan. These strong competitive pressures, as well as the technical need to allow for some gas-based generating capacity for load balancing purposes, are expected to moderate future growth rates for LNG as compared with the past.

Moreover, the extent to which new supply sources will be needed in the 1990s and beyond will be heavily conditioned by whether or not existing projects are expanded during their contractual lifetime, and/or extended when their contractual obligations expire.

JOB & PEOPLE

Cyclo Industries Names Technical Sales Reps

Cyclo Industries, maker of specialty chemicals for the cosmetics, soap and detergents, mining, plastics and petroleum industries, has appointed Tom Burns and Larry Merchant as technical sales representatives.

Mr. Burns will be based in Cyclo's Miami, Fla., headquarters and will cover the Florida market. He was previously with McKesson Chemical Company.

Mr. Merchant will cover the Southeastern US and will be based at Cyclo's Atlanta distribution center. He was most recently with Van Waters & Rogers in Atlanta.

Dr. Kang will be responsible for identifying, evaluating and bringing to Kelco new biotechnology and biologically-derived products as head of microbiological sciences research. He was instrumental in the commercialization of Kelco's food-grade xanthan gum, "Keltrol," in the late 1980's.



Michael S. Leo, who has been named to the newly-created position of senior vice-president and chief administrative officer of Rhone-Poulenc Inc. He was previously with International Paper Company.



T. Burns

sales representative for the Allied-Kelite Division of Witco Corporation, covering the Southwestern Ohio and East-Central Kentucky territory... JAMES J. MARKHAM has been named product manager for Metal Coatings International Inc.'s "Dacromet" corrosion resistant coating line.

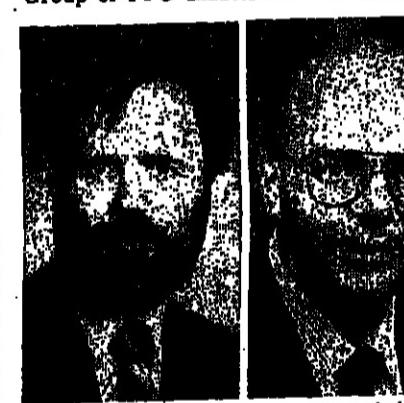


L. Merchant

JOHN W. MATT has been appointed director of manufacturing in the Inorganic Chemicals Division of Mobay Corporation... JOHN G. AUSTIN has been named sales representative for the Ohio, West Virginia and Western Pennsylvania sales territory at Reed Plastics Corporation... DENNIS CARLETON has been appointed director of parental operations for E.R. Squibb & Sons.

JANIS A. BALDASSARI has been appointed sales representative for Sanncor Industries in New Jersey, Pennsylvania, Maryland and Delaware... WILLIAM M. OLLER has been named executive vice-president of Texas Eastern Products Pipeline Company... EUGENE SECOR has been named facility manager for the Wilmington, Mass., hot metal adhesive production facility of the Adhesives, Sealants & Coatings Division of H.B. Fuller Company.

LARRY L. HAMMIT has been named caustic soda product manager in the Chemicals Group of PPG Industries... MICHAEL B.



R. Empey

EDWARDS has been appointed director of quality management at Enron Chemical Company... ROBERT F. MENG has been named sales representative for "Tolonate"

Merck Appoints Two In Kelco Division

Merck & Co. Inc. has named Richard A. Empey director of quality assurance in its Kelco Division and Dr. Kenneth S. Kang director of microbiological sciences research in the division.

Mr. Empey has been responsible for implementation of Kelco's quality certification program.

Dr. Kang will be responsible for identifying, evaluating and bringing to Kelco new biotechnology and biologically-derived products as head of microbiological sciences research. He was instrumental in the commercialization of Kelco's food-grade xanthan gum, "Keltrol," in the late 1980's.



K. Kang



J. Markham

hexamethylene diisocyanate resins at Rhone-Poulenc Inc.

TIMOTHY R. SCOTT has been appointed technical representative in the specialty industrial polymers group at Rohm and Haas Company... C. WILLIAM GRAY has been named vice-president of human resources at B.F. Goodrich Company.

sending user companies, university-industrial centers and suppliers. Product liability insurance will also be covered at the Fall meeting.

STOLT-NIELSEN has taken delivery of the fifth and last of the series of 39,000-deadweight parcel tankers by the builder, Daewoo Shipbuilding & Heavy Machinery Ltd. The tanker will be used on the company's worldwide parcel tanker trade routes, carrying a wide variety of acids, chemicals, edible oils, lubricating oils and additives, and cooled semi-gases.

UNICHEMA CHEMIE BV, the Netherlands, part of the Unilever Group, has started up a new production facility for high-purity dimer fatty acids. In addition to increasing capacity, the new facility enables Unichema to add new grades of dimer fatty acids to its line of specialty chemicals.

DU PONT COMPANY will host a forum for leading industry executives to address competitive pressures facing the retailing, tex-

tile and apparel industries. The forum, called "Building Partnerships for Profit," will take place on September 13 at Amelia Island Plantation, Fla. DuPont says the purpose of the meeting is to "lay the groundwork for the meeting to come."

THE COMBUSTION ENGINEERING SIMCON Inc., Bloomfield, N.J., has been selected to supply an advanced process control system for the Qianjin Chemical Works of Beijing Yanshan Petrochemical Corporation. The project is part of an ethylene plant modernization contracted to Combustion Engineering.

"Lummus Crest Inc. by China Petrochemical International Company.

CYANO-TECH CORPORATION, Woodville, Wash., will use the proceeds of a \$2 million private placement for expansion of production facilities for beta carotene at Kona, Hawaii. Cyanotech, a specialty producer of high value products from microalgae, is based in Woodinville and has large-scale culture ponds and processing facilities in Kona.

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